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MARCH 15, 1958

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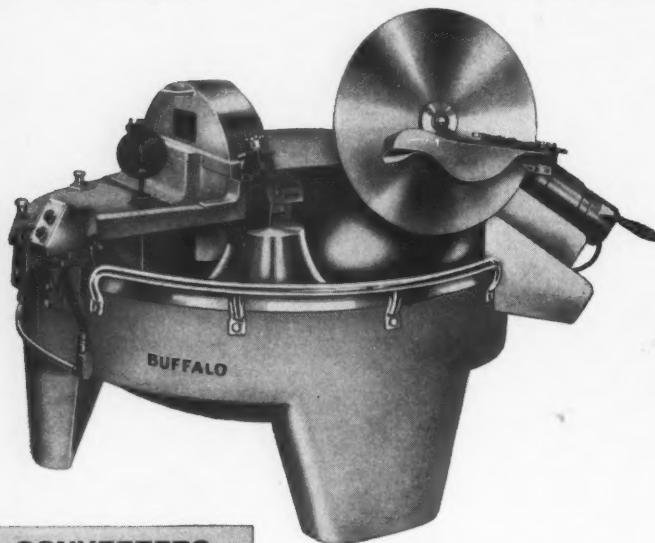
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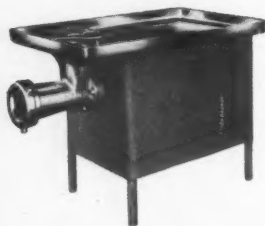
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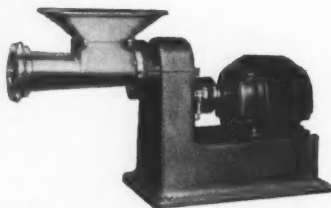


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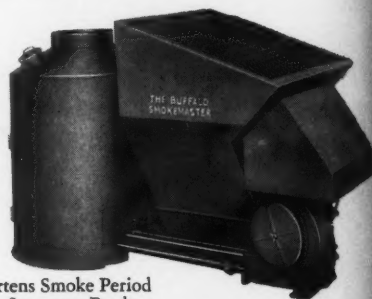


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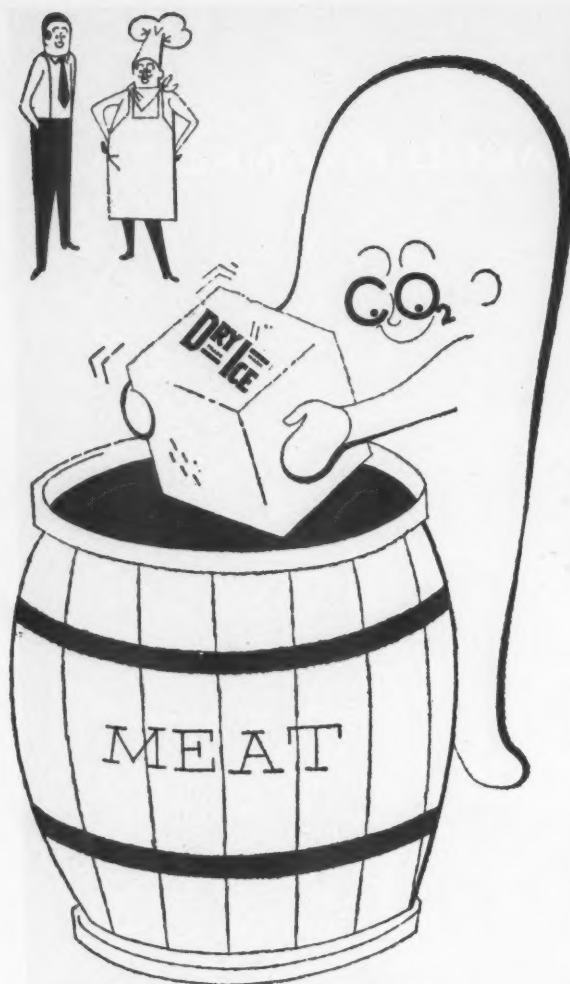
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THE NATIONAL

Provisioner

VOLUME 138

MARCH 15, 1958

NUMBER 11

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EDITORIAL STAFF

EDWARD R. SWEM, *Vice President and Editor*
GREGORY PIETRASZEK, *Technical Editor*
BETTY STEVENS, *Associate Editor*
GUST HILL, *Market Editor*

ADVERTISING DEPARTMENT

15 W. Huron St., Chicago 10, Ill.
Telephone: WHitehall 4-3380

ROBERT J. CLARK, *Advertising Manager*
CHARLES W. REYNOLDS JOHN W. DUNNING
WILLIAM K. MURRAY

MARY JABSEN, *Production Manager*
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New York Representatives
527 Madison Avenue (22) Tel. ELdorado 5-6663

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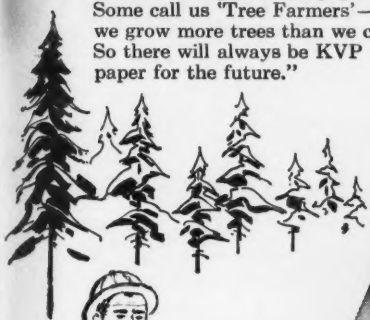
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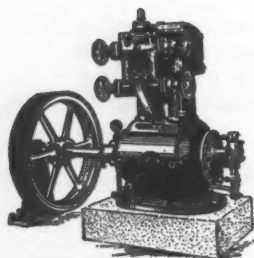
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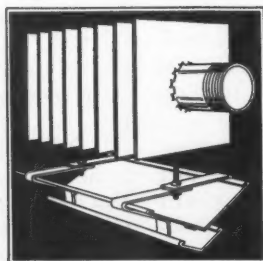
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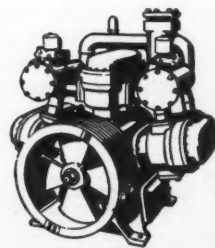


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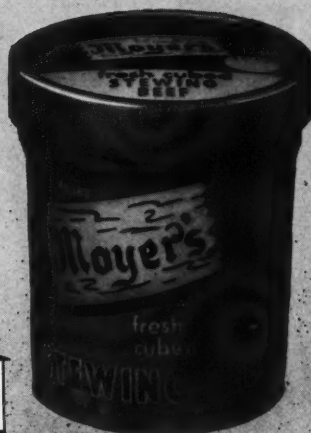
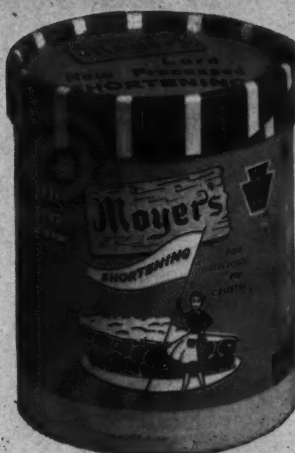


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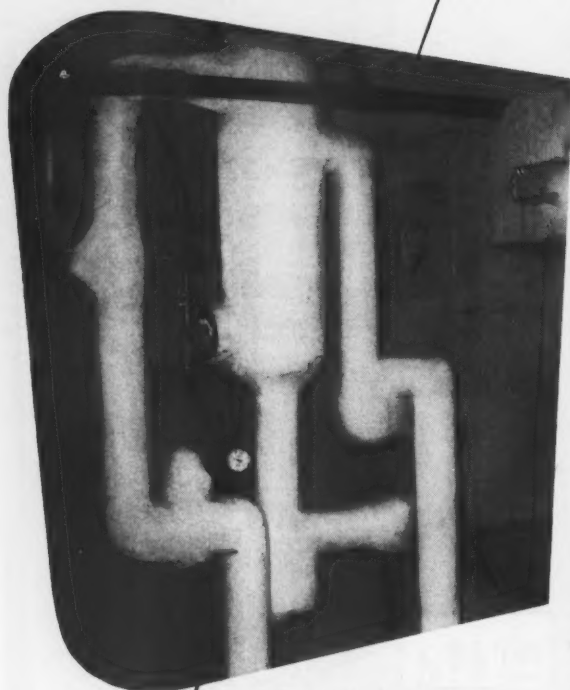
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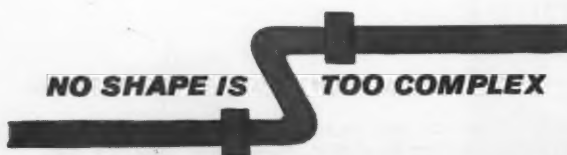
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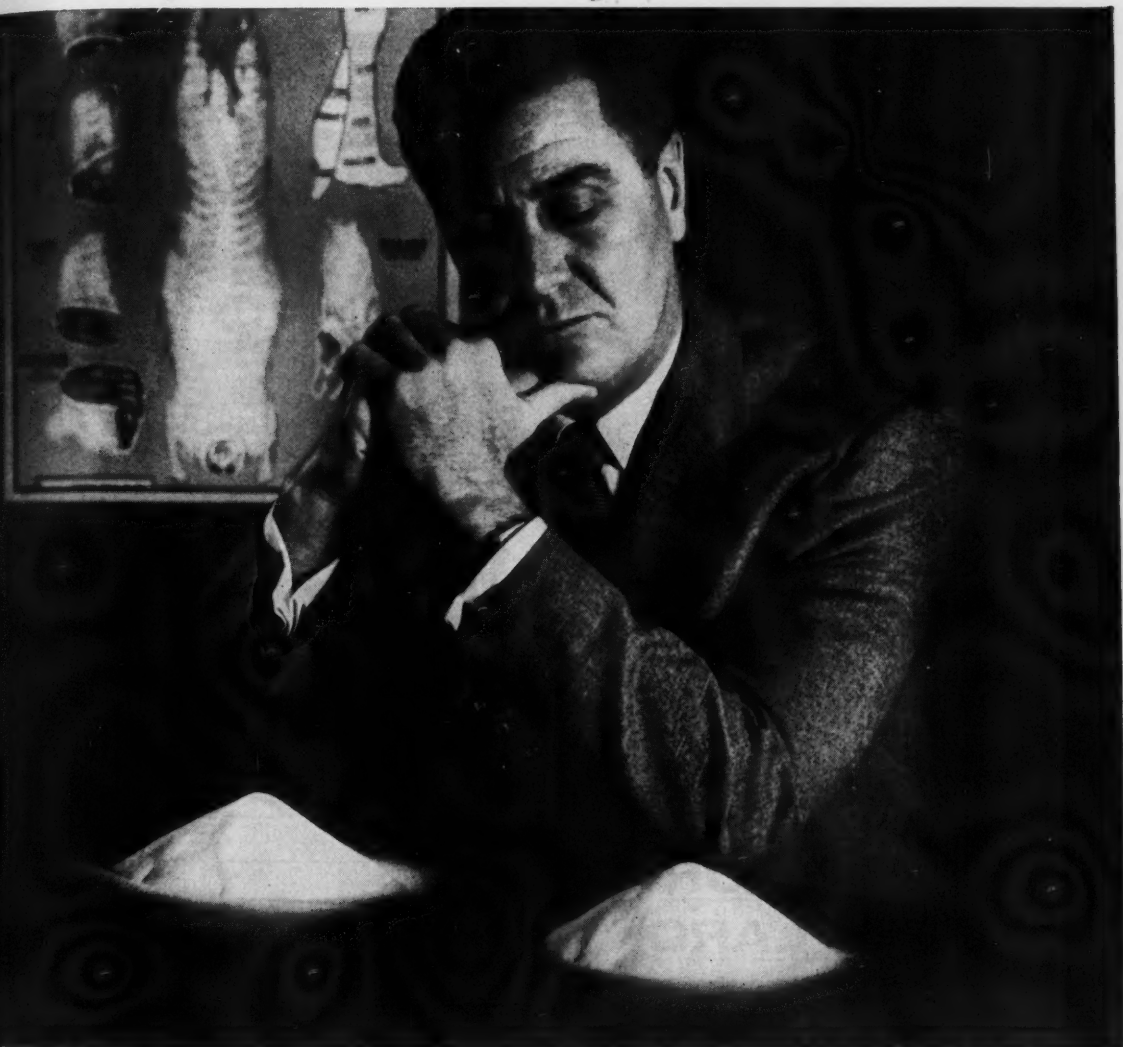
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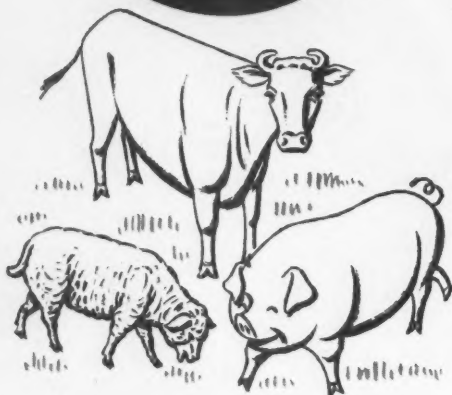
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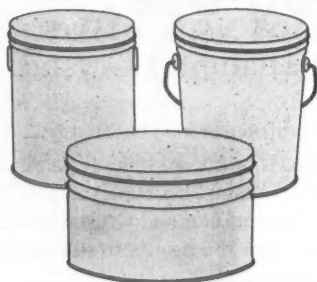
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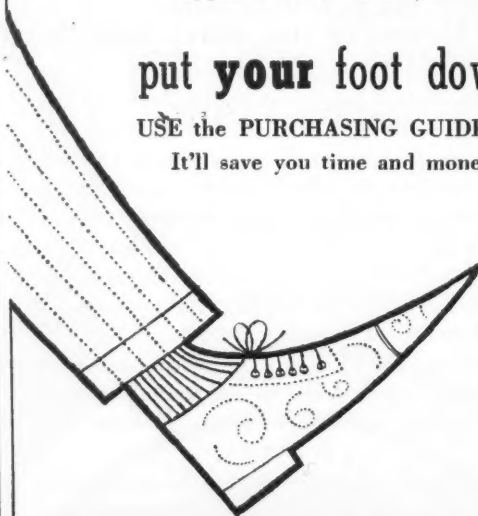
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THE

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VOL. 1

MARCH

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THE NATIONAL PROVISIONER

VOL. 138 No. 11

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A Hopeful Week

It is certainly refreshing to note the unanimity with which the different elements of the meat packing industry, packinghouse labor and representatives of livestock producers lined up this week in supporting more adequate appropriations for the federal meat inspection service. We can only say that we hope it will happen more often as the various groups recognize that their community of interest far outbalances the importance of their differences.

There is reason for optimism also in the development of a bill by the House committees on agriculture and interstate and foreign commerce which, in dealing with the problem of meat industry regulation, seems to offer "reasonable men" an opportunity to accept "a compromise which meets the spirit of their aims even though it does not conform to the letter." THE NATIONAL PROVISIONER urged the industry to support such a measure on January 18.

We believe that another Washington occurrence of the week should be noted: The report of the consumers study subcommittee (Anfuso) of the House agriculture committee on "Trends in Efficiency in Meat Processing and Distribution." In the past the reports of such study committees have sometimes been used to make a "grandstand play" against the meat industry in the supposed interests of consumers and/or producers.

While the Anfuso committee's report is not penetrating, and the conclusions are somewhat confusing, the tone is generally fair and understanding with respect to the meat industry's efforts to improve the efficiency of its operations. The committee recommended:

"Great changes in technological and economic forces in meat distribution make it highly desirable that a broad research and experimental program aimed at producing fundamental economies in meat processing and distribution be undertaken promptly."

"The advisory committee (USDA) on livestock and meat marketing should be reconstituted. A majority of the members of an advisory committee on meat marketing should have experience in medium and small meat processing and distributing businesses. Perhaps there should be separate committees on livestock production and meat marketing."

News and Views

A Compromise measure that would retain in the U. S. Department of Agriculture exclusive jurisdiction over most meat packer trade practices was approved this week by the House committee on interstate and foreign commerce. The proposal, known as the Avery amendment, would amend the Mack bill (HR-11233) and the Celler bill (HR-11234) so as to include nearly all the provisions of the USDA-backed Cooley bill (HR-9020). The compromise bill is said to be acceptable in the main to the House agriculture committee, although that group is expected to oppose a provision that would allow the USDA to waive its jurisdiction over packer trade practices in favor of the Federal Trade Commission and would allow the FTC to waive its authority, in favor of the USDA, over unfair practices in retail meat distribution.

Main effect of the bill would be to eliminate the loophole in the Packers and Stockyards Act under which some grocery chains with incidental meat packing operations have been able to escape FTC jurisdiction. While any concern that owns at least 20 per cent of a meat packing plant still will be classified as a "packer" under the P. & S. Act, the bill would give the FTC jurisdiction over retail activities of packers. The FTC also would have authority over packer activities relating to non-meat items. The compromise measure also calls for the Secretary of Agriculture to maintain within the Department a separate enforcement unit to administer and enforce Title II of the P. & S. Act, the section dealing with unfair trade practices.

Shaping Up fast is the program for the annual meeting of the National Independent Meat Packers Association, which will be held on Saturday through Tuesday, April 19-22, at the Palmer House, Chicago. Events on the first day will include officers' reports; the outline of a new sales training program by NIMPA's Fred Sharpe, who also will conduct a sales training session, and the unveiling of NIMPA's new advertising program by Ed Fessel of Fessel/Siegfriedt, Inc., Louisville. NIMPA regional meetings are scheduled for Sunday afternoon. The Central Council of State Meat Packers Associations also will meet on Sunday afternoon.

A New Check-off bill (HR-11303) that would permit livestock producers to have deductions made at marketing places for research and promotion was introduced in the House this week. The bill provides for refunds to shippers not wishing to participate in the voluntary promotion program envisioned by cattle, hog and sheep producers and also provides that no deduction shall be made if the shipper so instructs the market agency prior to the time of sale. All but one member of the livestock subcommittee of the House agriculture committee joined in introducing the bill.

"Sharp Increases" in research on problems involved in reducing meat processing and distribution costs were called for this week in a report published by the consumers study subcommittee of the House agriculture committee. The group said that the USDA and the land-grant colleges are spending six to eight times as much on research relating to efficiency of meat animal production as on research relating to efficiency of meat processing and distribution.

Regional Meetings of Idaho and Utah members of the Western States Meat Packers Association have been set for 7 p.m. Wednesday, March 26, at the Hotel Boise, Boise, Ida., and 7 p.m. Friday, March 28, at the Hotel Utah, Salt Lake City.



Georgia Company Raise Efficiency



TOP LEFT: While the plant has good rail facilities, most shipments are made by truck. LEFT: Pictures show the welded fence separating the hoisting and bleeding locations, and the rabbi inspecting carcasses on the pritch plates. BELOW: Jerome, Norman and Herbert Shapiro, sons of the owners, check over graded beef in the sales cooler.

FULFILLING a pact made with their late father to continue production of a certain volume of kosher meat, two sons are building the Shapiro Packing Co. into a concern that is becoming one of the largest federally inspected beef and sausage plants in Georgia.

Located three miles south of Augusta by the side of well-traveled U. S. Highway 1, which runs from Maine to Florida, the attractive brick buildings can be seen from a viaduct over the Georgia Trunk Line railroad. The one-story plant is set well back from Mill Pond road which closely parallels the main thoroughfare.

The business was organized in 1910 by J. Shapiro as a downtown meat market manufacturing a few sausage items. Demand for the firm's products gradually developed until in 1936, as the sons became actively interested, the concern moved to the present site where a small meat plant was taken over and renamed J. Shapiro & Sons. Remodeling and new construction soon placed the plant under federal inspection which has continued to the present time.

Following the death of the founder in 1944, the name was changed to the Shapiro Packing Co. and management was assumed by his immediate descendants who still retain active control. President is Ike Shapiro while his brother, Harry, is secretary-treasurer and in charge of livestock procurement. Ike's son, Herbert, and Harry's two sons, Norman and Jerome, are being schooled to assume management. Ike is prominent in civic affairs and this year was presented in New York City with a first president's award by the Union of Orthodox Jewish Congregations which calls attention to outstanding accomplishments in community leadership.

Capacity of the plant has grown from the 1936 level of 50 cattle, 75 calves and 50 hogs a week to 1,100 cattle and a limited variety but widely-sold line of manufactured products. Hogs are not slaughtered; the small amount of pork required for sausage is purchased from other concerns.

The brick and concrete plant has a five-door loading dock



at the front and a central wide corridor running from front to back. This corridor serves as a breezeway to provide ventilation for the killing floor and other non-refrigerated parts of the building and also functions as a shipping assembly magazine. Shipments are gathered from boning and fabricating coolers on the right and sausage holding coolers on the left. Orders are filled progressively by placing the items on flats which are trucked to the adjoining loading platform. The beef coolers, which extend from the killing floor to the front of the plant, have doors leading to the dock. A two-story 30 x 65 ft. rendering building is detached from the main plant.

The killing floor was remodeled in 1952; a new office was built in 1953 and a new beef cooler was added in 1954. An unattached 80 x 120 ft. dry storage building is under construction. Additions to provide more beef cooling capacity and an enlarged freezer will be started soon. A beef plant at North

employs Ingenuity to Build Its Business

Augusta which the firm acquired recently will be developed for full-scale operations.

Coolers have a high wainscoting of blue tile and high level incandescent vapor-proof lights controlled by switches placed outside the doors. Refrigeration of the coolers is by overhead finned coils made with 2-in. pipe centers and 6-in square fins.

Livestock are purchased on the open market and are largely "home-grown." Calves have their hides cleaned before slaughter in a pen where 20 animals can be washed at a time by underneath sprays. Water is sprayed from 1/8-in. holes drilled 20 in. apart in 1-in. pipes which are spaced at 2-ft. intervals on the floor of the pen.

Calves are shot with a rifle and hoisted to travel along an independent rail for normal dressing operations before joining the main beef rail just ahead of the washing and shrouding positions.

Cattle are stunned with a hammer and speeded on their way by a device which lowers the front of a metal floor in the knocking pen in unison with the outward pivoting of the gate. A gated barrier of 3-in. welded pipe is located between the hoisting and bleeding areas to hold back animals which might revive. The sliding gate of 1/4-in. metal floor plate is mounted on wheels running on upedged angle iron rails.

The spacious and well-ventilated two-bed killing floor is largely furnished with Anco equipment. Fans along the outside wall cir-



PRESIDENT Ike Shapiro and secretary-treasurer Harry Shapiro flank a picture of their father, founder of the firm.

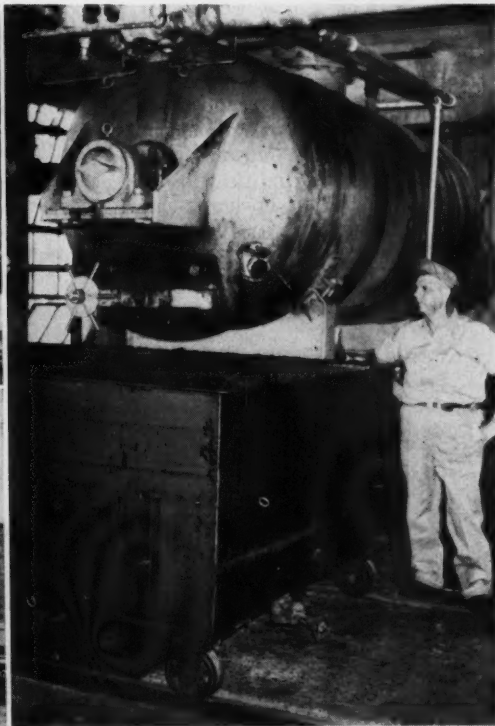
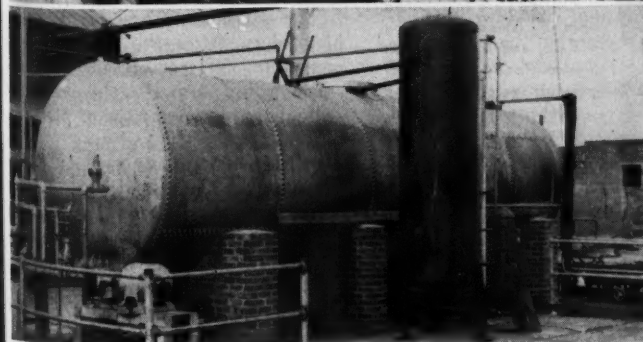
culate a large volume of air which is vented through centrally located boxed ducts in the concrete ceiling. Walls are finished to a height of 6 ft. with cream glazed tile while the higher finish is hand-troweled hard plaster. The enclosed spray washing booth is made of glazed tile from floor to ceiling and has a large window of clear shatter-proof glass in the back wall to provide natural light. Kentmaster saws are used to split backs down to chucks.

On the uncrowded floor 16 men dress out from 18 to 20 animals an hour. Each man does an equal proportion of the work. One employee stuns and hangs while a sticker dehorns and washes heads which are positioned on the cleaning rack by a

[Continued on page 25]

MUCH BEEF is boned for sale to other sausage manufacturing plants. Water for plant needs is drawn from three deep wells and is stored here.

PLANT ENGINEER Tommy Delgate stands beside traveling percolator in which meat scraps are moved to the press.





PRIVATE WIRE SERVICE is used for transmitting orders from four key cities. These orders are sent by direct wire teletypewriter to the Rochester plant. Shown above is an order being removed from one of the teletypewriters at the headquarters office of Tobin.

PROCESSING orders from its salesmen quickly, efficiently and economically has been accomplished by the Tobin Packing Co., without the need of a salesman ever writing out an order, through the use of a new system.

The system, developed by the company's methods group, makes use of direct wire teletypewriters, wire recording machines and specially designed five-part marginal punched fanfold interleaved shipping order-cash on delivery invoice forms.

Tobin Packing Co. is a development of the Rochester Packing and Cold Storage Co., Inc., which was organized in 1900 at Rochester, N. Y. Frederick M. Tobin bought a controlling interest in this pioneer company in 1921. In 1929 he organized the Albany Packing Co., Inc., in Albany, N. Y., and in 1942 the Rochester and Albany companies were merged with other Tobin meat industry interests

to become Tobin Packing Co., Inc.

The company processes and distributes a complete line of hams, bacon and other smoked meats, poultry products, beef, lamb and veal under its trademarks "Arpeako" and "First Prize." The two principal plants are located in Rochester and Albany.

In the past, orders were phoned in by the salesmen and written out by hand by sales clerks on a shipping order form. This proved to be a time-consuming method and it resulted in extra long distance telephone charges.

To make maximum use of the company's private wire service and provide fast and efficient service to customers, the new system was developed. A representative of Moore Business Forms, Inc., worked with the company officials on the design and specifications of the special forms. Private wire service is available for transmission of orders to Rochester



ORDERS are telephoned in by salesmen in the field and recorded on wire recording "electronic secretaries" at the Rochester plant. At regular intervals these recordings are "played back" as shown here and typists type out the five-part shipping orders in a continuous, time-saving operation.

Tobin Sales Order By Teletypewriter Main Office With Economy and Efficiency

from offices located in Buffalo, Syracuse, Utica and Watertown, N. Y.

Salesmen located in these areas call their orders to the nearest office where an order clerk records each order on a preprinted form. The orders are then transmitted by direct wire teletypewriter to the Rochester plant.

The five-part marginal punched fanfold shipping order is automatically prepared on a receiving page printer. This volume represents about one-third of the orders received each week.

The remaining orders are telephoned by the salesmen directly to the Rochester plant from the areas not readily available to the wire service. These telephone orders are recorded on a wire recording machine called an "Electronic Secretary." A group of six of these wire recorders expedites the order handling procedure at the plant.

Each salesman is assigned a scheduled time to call in his orders for the day. When a call is received at the switchboard in Rochester, the operator makes the connection to an open recording machine.

The salesman proceeds to dictate his orders. After the last order he pauses for 20 seconds and an automatic relay signals the company switchboard operator who picks up the call.

At regular intervals a typist "plays back" the recorded orders and types out the five-part shipping order form for each one. Two typists are assigned to transcribe from the six machines. Two machines are plugged in to accept orders during the hours when the office is closed. A part time

Orders Flow Phone to Gain in Efficiency

Syracuse, N. Y. as call where orders are teletyped. The fanfold construction of the form set is not completed during the typing operations. Only the customer's surname is typed below this section for identification. The complete customer name, stop number and any special instructions are imprinted by Addressograph plate before the shipping order is sent to the plant. The five-part fanfold interleaved form is a combined shipping order and C.O.D. invoice. It is designed with side-tie construction on the left stub to permit Copies 2 and 3 to remain intact for subsequent handling by the truck driver. Strip coated carbons are used before Parts 3 and 4 to prevent price information from being recorded on these parts. Parts 1 through 4 (billing copy, packing slip and two delivery receipts) are forwarded to the plant for filling and shipping the order. Part 5 (control copy) is sent to the billing department (machine accounting) where the copy is filed by order number. Order packing is performed in the plant as the cartons proceed along the assembly line. Stations handling specific products are located along the line. Total quantity and weight of each item ordered are marked on the shipping order at each station. When the entire order has been filled, the cartons are weighed and the total is checked to the total of individual product weights entered on the shipping order. C.O.D. shipping orders are extended and totaled. A check sheet

SOLD TO Star Super Mkt. **1775 East Ave.** **44-148**
Rochester **75-203** **HP**

Tobin PACKING CO. INC.
ROCHESTER DIVISION
ROCHESTER, N. Y.

TERMS **No. 64822**

QUANTITY ORDERED	PRODUCT	QUANTITY SHIPPED	PRICE	AMOUNT
PIECES		PIECES		
30	RIBS		43	
25	HOCKS		35	
1	BOX FLEX SLIC CANADIAN BACON		631	

BILLED BY **PACKED BY** **BOXES AND PACKAGES** **CHECKED BY**

NET WEIGHT **TARE** **GROSS WEIGHT** **NET WEIGHT** **TARE** **GROSS WEIGHT**

TOTAL C.O.D.

A COMBINED shipping order-C.O.D. invoice is provided in this five-part form adopted by the Tobin Packing Co. to process orders efficiently and economically. Side tie construction and strip coated carbons are two important features of the form.

is prepared for each driver listing the C.O.D. shipments and noting the total amount the driver is to collect and turn in at the office.

The set is then separated and the parts are distributed as follows:

Part 1 (billing copy) is sent to the billing department as notification of shipment. Part 2 (packing slip) is the customer's delivery copy. Part 3 (delivery receipt) is signed by the customer and returned to the shipping department by the driver. Part 4 (delivery receipt) is retained in the shipping department file as a record of shipment.

The billing copy (part 1) is used to pull pre-punched tabulating cards from a tab file for each product shipped. After key punching of variable data and performing of extensions on an electronic calculator, the cards are used to prepare invoices on an accounting machine for shipments that are not C.O.D. Various sales analysis reports are also prepared from the punched cards.

Among advantages of the new system are:

1. Use of recording machines permits automatic recording of orders without the necessity of an operator.
2. Long distance telephone costs

to the company have been reduced.

3. Fanfold construction of order-invoice permits continuous writing on typewriter and teletypewriter.

4. Typing orders at regular intervals from recorded data conserves typist's time.

NIMPA Accounting Groups to Hold Three Meetings Soon

Three divisions of the NIMPA Accounting Conference will hold meetings late this month in New York, Atlanta and Cincinnati. The eastern division will meet on March 28 at the New Yorker hotel in New York with William Shannon of Oscar Mayer & Co. as a speaker.

The southern division will also meet on March 28 in the Piedmont hotel at Atlanta. Program topics include direct labor costs and sales analysis, and A. C. Bruner of East Tennessee Packing Co., J. Ellis Swint of Southern Foods, Inc., and Winston O. Haas of Haas-Davis Packing Co. will speak. Accountants of the central division will gather at the Netherlands-Hilton hotel in Cincinnati on March 29. Harry Moss, certified public accountant, will discuss departmental profit and loss statements for small meat packing organizations.



JOHN MONINGER, Institute coordinator for the conferences, and C. O. Hinsdale, executive vice president, Balentine Packing Co., Greenville, S.C., and a member of the AMI sales committee, view the training material distributed to each of the participants.



ALL DISTRICT sales managers of Sugardale Provision Co., Canton, Ohio, attended the sales management session. David Lavin (center), assistant sales and advertising manager, displays lesson book. Each manager has material to conduct his own meetings.

Improve Salesmanship to Improve Profits

SALES executives from 36 meat industry companies went back to a practical school last week to learn how to direct their companies' sales activities better and to learn how to teach their men to do a more effective job of selling.

The credo for the first 2½-day American Meat Institute sales managers workshop, and one which the AMI hopes will gain industry-wide adherence, was:

Any buyer who tries to force our prices below our cost-plus-a-just profit is deliberately attempting to bankrupt our company and put me out of a job.

Participants in the profit-project conference were pleased with what they learned and the new sales management tools they received.

"This is the kind of information on profitable selling that we need since we can take it back to our own organizations," said Joe Finkbeiner, secretary of the Little Rock Packing Co., Little Rock, Ark., after participating in the conference. "Heretofore, many of the meetings on profitable selling have been top echelon gatherings where the enthusiasm generated has been watered down and lost before it could be brought back to the firing line. Here we have found useful guidance that we can give to our salesmen back at the plant."

"I have already learned several useful things that I intend to use in my work," commented Glenn Canady, assistant sales manager of Rudy Sausage Co., Nashville, at an early stage of the conference in Chicago.

"This project fills our long-felt need for an effective sales training program for our sales group of 28 men," declared Jack Pitcher, sales manager of Bird Farm Sausage Co., Pekin, Ill. "It provides us with organized material with which we can train our salesmen to do a better job for themselves and the company."

Testimonials for the training conference could be reported from the 69 sales executives who attended. The praise did not come, moreover, from novices in the field of packinghouse sales since the group had a combined selling experience of 1,221 years, including a beginner with only four month's experience.

Sponsored by the Institute committee on salesmanship, the confer-

ence program is designed to put profit back into packinghouse selling. The basic aim is to prepare sales management officials to train their own salesmen in the techniques of effective selling. To achieve this end, the conference leaders—executives of the sales management consulting firm of Poetzinger, Dechert and Kielty, Inc.—pointed out the industry's need for the program, reviewed the material prepared for sales managers and salesmen and spent the balance of the time teaching the conferees how to conduct effective sales training programs in their own plants.

Sales training material is specifically designed for the meat industry. In assembling the material representatives of the consulting firm made



WHILE LEARNING BY DOING, two table groups of sales officials were photographed at the second morning workshop session. Each table member took a turn at handling part of the lesson and his presentation was criticized by the rest. Students learned the use of the easel flip chart and other properties employed for demonstration purposes.

Co., Canton
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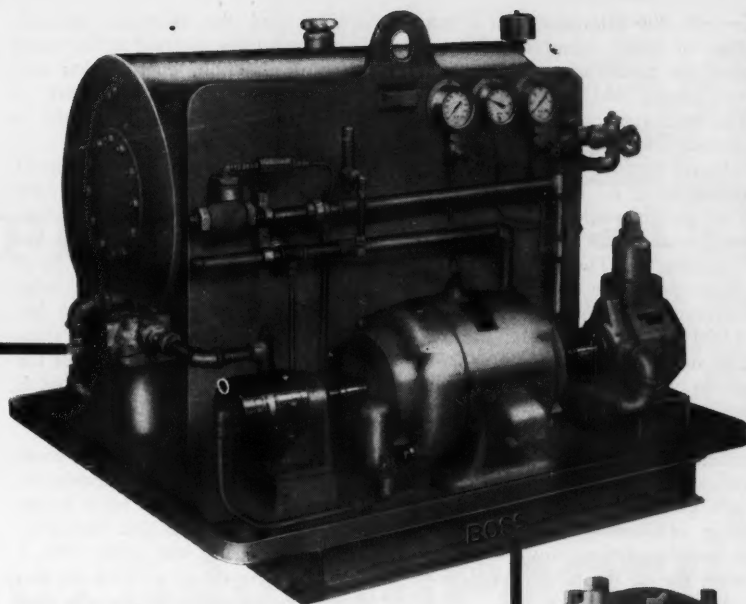
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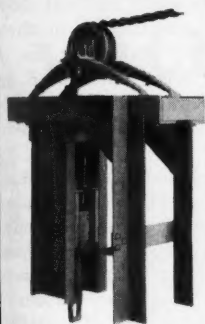
STEAM SAVER!

The No. 737 BOSS Electric Fluid Pump is a compact, complete power and control unit, ready to connect to your hydraulic crackling press. Electrically-driven pump units conserve your boiler capacity for operation of other essential equipment.

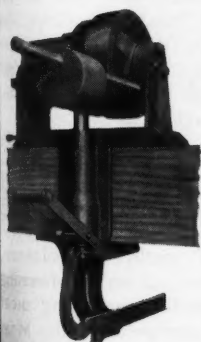
The components of the BOSS Electric Fluid Pump include a high-volume, low-pressure pump which rapidly raises the hydraulic piston to the pressure point. A radial high-pressure pump automatically cuts in at this point and delivers the final squeeze. When the peak of pressure is obtained, it is trapped and held, relieving pumps of load. This device isolates press from pumps, and until pressure is released, pumps are idling. A money-saver, in that it allows only negligible wear and uses a minimum of power.

Illustrated are a few of the many items we supply for edible and inedible rendering. Built-in strength and fine materials resist wear and corrosion, giving you year after year of BOSS non-stop service.

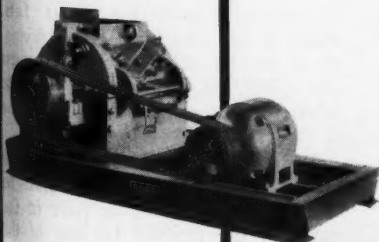
Inquiries from
the Chicago area should be addressed
to The Cincinnati Butchers' Supply Company,
824 West Exchange Avenue, Chicago 9, Ill.



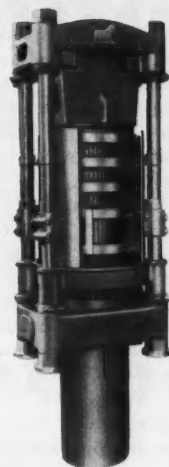
BOSS Automatic
Landing Device



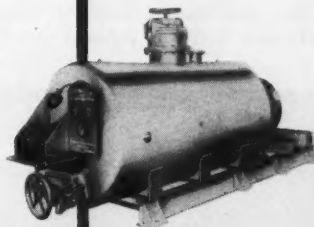
BOSS Friction
Carcass Dropper



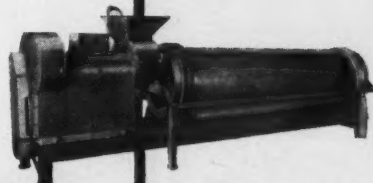
BOSS Shredder



BOSS Crackling Press



BOSS Pressure Cooker



BOSS Hasher and Washer

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY
CINCINNATI 16, OHIO

calls with 200 salesmen from a cross section of meat industry firms and studied the results of a sales practice survey among AMI members.

The study underscored the need for an industry training program since it was found that: 1) 30 per cent of all salesmen hired by the industry have had no previous sales experience; 2) 25 per cent of the calls made result in "no sales," 3) The average number of items per order is five, although the average plant may offer from 300 to 1,000 different products.

The survey also highlighted the 15 areas in which salesmen and managers believe there is need for training, and these areas are covered specifically in the AMI program. They include: how to sell a feature; how to sell quality; how to increase the number of items per order; retail store merchandising; how to manage a route; use of the telephone in selling; retail meat cutting, etc.

The 15 topics are incorporated into nine sales training kits. Conference participants received their first three lessons—"How To Make More Effective Sales Calls," "How To Sell a Feature" and "How To Increase Items Per Order" at the meeting. The rest of the lessons will be mailed to those taking part in the AMI program during the year.

During the conference the participants used three of the lessons and the supporting material which they will employ later in their own companies. At the end of the first day they were given homework to prepare on the first lesson; they did the second in session, and prepared for the third lesson at the end of the second day's session.

The nine lessons call for homework from both the management in-

structor and the salesman trainees. The actual sales meeting at the plant provides direction, coordination and control, while preparatory work is done at home. The text material is designed to last one hour.

Each of the lessons has two sets of homework outlines; one is for the management instructor and the other for the salesmen. They spell out the specific work each must do in preparation for the meeting, and, after the meeting, to implement the lessons learned. Each participating company receives 20 training kits for the salesmen. This is the number that is considered ideal for the audience participation type of program.

The target for the AMI profit project is to improve the performance of each salesman in the meat industry. Kielty pointed out that the difference between the star hitter with a .300 batting average, and the regular major leaguer with .250, is only one extra hit in 20 times at bat. In like manner, only a little improvement is necessary to convert a run-of-the-mill salesman into an outstanding performer.

The AMI sales management profit project workshop is being offered to the industry to achieve this improvement in sales performance. As an industry service the Institute is offering the course to all firms, both AMI members and non-members, says John Moninger, who is in charge of the project. He points out that the program affords an opportunity to use the services of consultants heretofore available only to large companies.

Information on future AMI sales management profit project workshops can be obtained from John Moninger of the American Meat Institute, 59 East Van Buren st., Chicago.

Dehydrated Meats Show Good Vitamin Retention

Stability of vitamins in dehydrated beef steaks and pork chops is as good and possibly better than that in fresh beef or pork, according to a report of Armed Forces tests just released for industry use through the Office of Technical Services, U. S. Department of Commerce.

Dehydrated foods have satisfied military requirements for shipping space and weight savings, ease of preparation, good stability and high nutritional density, but information on vitamin retention has been limited. This study was undertaken to determine vitamin content of dehydrated meats after storage, dehydration and cooking.

Tests of both steaks and pork chops showed good retention of riboflavin and niacin and poor retention of thiamine after storage at 100° F. for six months. Earlier studies of non-dehydrated canned meats showed similar results.

It was concluded from this study that replacement of fresh or canned steaks and chops by the dehydrated products would result in no decrease in the quantity of riboflavin, niacin and thiamine in military rations.

The ten-page report, PB 131294, *The Effect of Dehydration, Preparation and Storage on the Vitamin Content of Beef Steaks and Pork Chops*, Quartermaster Food and Container Institute for the Armed Forces, August, 1956, may be obtained for 50c from OTS, U. S. Department of Commerce, Washington 25.

Anti-Foaming Agent May Be Added to Shortening—MID

The use of methyl polysiloxane, a methyl silicone, as an anti-foaming agent in shortening containing meat fats has been approved by the Meat Inspection Division in MID Memorandum No. 256, which reads:

"Methyl silicone may be added to shortening containing meat fats, which is intended for deep fat frying, in an amount not to exceed 10 parts per 1,000,000. The methyl silicone referred to is a methyl polysiloxane of 350 centistokes viscosity.

"When the anti-foaming agent is added to fat, its presence shall be declared on the label as part of the name of the product by use of the general term 'methyl silicone.' The qualifying statement would read: 'Methyl Silicone, an Anti-foaming Agent, Added.'"



JOHN KIELTY, president of the consulting firm which conducted the training conference, demonstrates methods of making a sales presentation before a buying committee. Speakers made excellent use of feltboards, chalkboards, easels and posters.

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appetite appeal



with fourfold **IMPACT!**



in Hormel's



new lard carton by

A watched package never grows cold! Today's wise packagers realize that continual up-dating is necessary if a package is to do its job of attracting, telling and selling—just as Hormel has added new beauty and appeal to its well-known lard carton with colorful lithographed serving suggestion vignettes on *all four sides*. The result? A dynamic new sales force at the point of sale!

For precision printing that wins bigger sales, for craftsmanship backed by over half a century of experience, for the widest variety of packaging materials and printing processes available anywhere—call your Milprint man *first!*



printed cellophane, piliofilm, polyethylene, saran, acetate, glassine, vitafilm, "mylar", foils, laminations, folding cartons, bags, lithographed displays, printed promotional material.

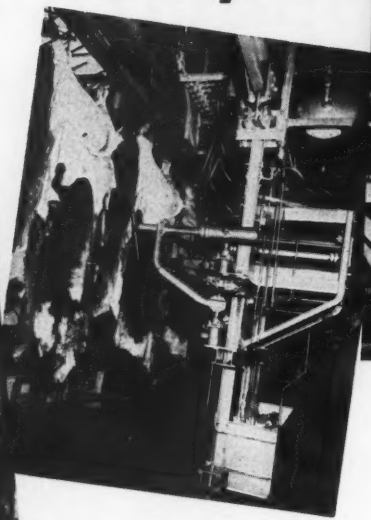
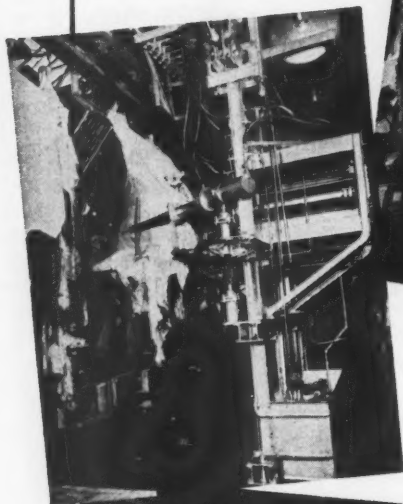


*Reg. U. S. Pat. Off.

This insert lithographed by Milprint, Inc.

IF YOU DRESS CATTLE! (From 30 to 150 head per hour or more)

You can effect great savings in costs with
GLOBE'S "On-the-Rail" Can-Pac System



Globe equipment is now available through "NATION-WIDE" leasing program

• WHAT IT IS:

This new method (known as "Can-Pac" because it was developed by Canada Packers Ltd.) is the only complete, continuous "ON THE RAIL" conveyor cattle dressing operation that has been proven successful. It eliminates the stooping work position, carcass lifting and lay down, congestion of cattle bed operations around pritch plates, and the overall lag time and "dead work" that so often prevails when conventional methods are used.

• HOW IT WORKS:

Carcass is suspended so operator is standing in most comfortable position and does not have to move around carcass. Power tools are used for easier and better hide removal, foot sawing, etc. Power hoists do the heavy lifting. To allow for variations in size of cattle, the work platform can be raised or lowered automatically. A mechanical hide puller increases production of hide take-off with no hide damage.

• ADVANTAGES:

1. Simplification of tasks requiring manual labor, eliminating stooped position increases production and lessens operator fatigue. 2. Elimination of unnecessary waiting and carcass handling. 3. Prevention of injuries to workers, no wet slippery floors, no falling trolleys. 4. Production of better quality hides and sides of beef. 5. Reduction in floor space requirements to half that formerly required.

By the use of this new revolutionary, space saving and economically operated system, plants with smaller capacities and floor areas can now operate efficiently. Production can be increased by adding additional workers without added machinery investment. Economies can be utilized at any given run per hour easily and efficiently. The Globe Company is the exclusive manufacturer of the equipment employing this system for installations within the continental limits of the United States. Globe has been manufacturing quality meat packing machinery since 1914 and is now able to offer to the industry this unique new system for slaughtering cattle. Your Globe salesman can give you detailed information or by writing us, a qualified engineer will visit you to discuss the application of this system to your operation.

The **GLOBE** *Company*

4000 S. PRINCETON AVE. • CHICAGO 9, ILLINOIS

Representatives for Europe and the Middle East: Seffelaar & Looyen, 90 Waldeck Prymontkade, The Hague, Netherlands
Representatives for South America: C. E. Halaby & Co. Ltd., 116 East 66th St., New York 1, N.Y., U.S.A.

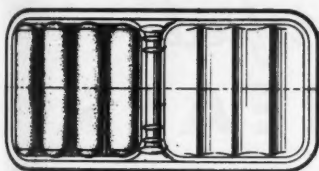
RECENT PATENTS

The data listed below are only a brief review of recent patents pertinent to the readers and subscribers of this publication.

Complete copies of these patents may be obtained by writing to the Editorial department, The National Provisioner, and remitting 50c for each copy desired. For orders received from outside the United States the cost will be \$1.00 per copy.

No. 2,816,038, SAUSAGE PACKAGE, patented December 10, 1957 by Carl A. Thommen, Western Springs, Ill., assignor to Swift & Company, Chicago, Ill., a corporation of the state of Illinois.

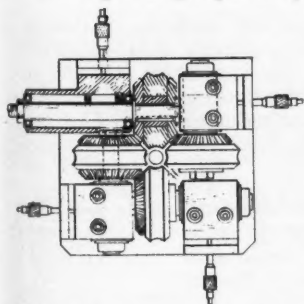
This disposable package is adapted to hold the pre-cooked sausage dur-



ing merchandising and also during final cooking for the table. The disposable package may be of light-gauge sheet aluminum.

No. 2,819,488, SHIRRING APPARATUS, patented January 14, 1958 by Lawrence Gimbel, Broadview, Ill., assignor, by mesne assignments to Union Carbide Corporation, a corporation of New York.

For a sausage casing shirring apparatus the inventor provides a number of shirring rolls grouped to pro-



vide a passage through which a mandrel (along which the casing in an inflated state is fed) projects and the casing passes, the passage being smaller than the diameter of the casing to permit the rolls to indent and feed the casing over the mandrel, the rolls being arranged with the respective center axis thereof equidistantly

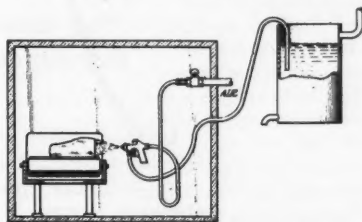
spaced from the center of the passage, each of the rolls having in its periphery an annular continuous concave groove progressively displaced with respect to its center axis with the rolls being positioned with the high point of one roll next to the low point of adjacent rolls.

No. 2,813,025, METHOD OF MAKING PROTEIN FOOD PRODUCT AND THE RESULTING PRODUCT, patented November 12, 1957, by Mortimer Louis Anson, New York, N. Y., and Morton Pader, West Englewood, N. J., assignors to Lever Brothers Company, New York, N. Y., a corporation of Maine.

In this patent, the product resembling meat and meat products comprises a heterogeneous assemblage of protein filaments bound together by a chewy protein gel having a thermostable, unstretched, hydrated and unoriented structure.

No. 2,819,975, METHOD OF COATING FRESHLY CUT SURFACES OF MEAT, patented January 14, 1958 by Le Roy Letnev, Waterloo, Ia., assignor to The Rath Packing Company, Waterloo, Ia., a corporation of Iowa.

A method of coating freshly cut

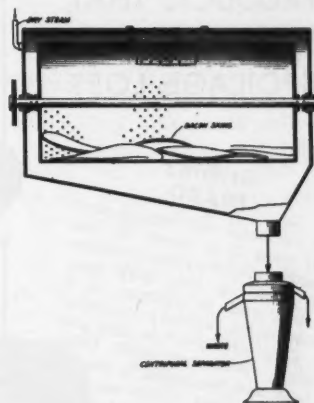


meat surfaces to prevent dehydration and preserve bloom is disclosed and comprises spraying the meat, having an exposed freshly cut surface at a temperature below 40° F., with a molten fat through a chilled atmosphere maintained substantially below the temperature required to congeal the molten fat to produce congealed droplets, permitting the droplets to deposit individually on the freshly cut surface, thereby forming a porous protective coating thereover.

No. 2,820,709, PREPARATION OF COOKED COMMINUTED MEATS, patented January 21, 1958, by Warren R. Schack and Robert H. Maher, Chicago, Ill., assignors to Swift & Company, Chicago, Ill., a corporation of Illinois.

More specifically the method is adapted to cooking raw meat preparatory to canning with the production of broth and comminuting a portion of the meat, with subsequent searing of all portions.

No. 2,820,804, METHOD OF DEFATTING BACON SKINS, patented January 21, 1958 by Roy C. Gordon, jr., Oak Lawn, Ill., assignor to Ar-



mour and Company, Chicago, Ill., a corporation of Illinois.

The skins are subjected to mechanical agitation in an atmosphere of dry steam at a temperature of at least 100° C. to melt and expel the fat therein without converting the collagen to glue.

No. 2,816,035, MANUFACTURE OF SAUSAGE, patented December 19, 1957 by Elmer F. Glabe, Chicago, Ill., assignor to the United States of America as represented by the Secretary of Agriculture.

In manufacturing emulsion-type sausage which include seasoning and curing agents and water in addition to the meat, the inventor incorporates with the materials during maceration thereof, as binder for water and as emulsion stabilizer 0.25 per cent to 5.0 per cent, based on the meat-fat formula, of a water extractable proteinaceous material from oil-free soybean material that has been previously extracted with a lower aliphatic alcohol.

No. 2,820,246, DEHAIRING APPARATUS, patented January 21, 1958, by Brice L. Thomas, Western Springs, Illinois.

The apparatus is said to be adapted



to loosen not only the hair (as that of hogs) but to loosen hair roots from the follicles. There are seven claims.

OTHER GRIFFITH
PRODUCTS THAT
WILL HELP CUT
SPOILAGE LOSS

Griffith's ERADO

To cut losses and step-up profits, make it a "must" to use Erado every afternoon at clean-up time—to help keep your plant and equipment in a wholesome, sanitary condition. Quick-acting Erado kills bacteria, yeast, and mold. Disinfects and deodorizes in one operation. Easy to use as a spray. Non-poisonous, leaves no odor, won't corrode metal. Costs less than a dime a gallon.

Griffith's KLENZALL

For speedy results in dissolving grease, removing slime, and eliminating dirt from floors, walls, tables, and equipment—many leading packers use Klenzall daily for a thorough cleaning job.

Klenzall's remarkable efficiency is due to a special chemical not found in ordinary cleaners. Easy to use. One ounce makes a gallon of scrub. Economical, too.

Griffith's ALUMINUM CLEANER

At last—here's a product specially developed to clean aluminum quickly and thoroughly—without damage to the metal or injury to the skin.

Its speedy action and remarkable efficiency result from a new-type wetting agent that rapidly dissolves grease and actually "lifts" dirt off—without scratching. Try Griffith's Aluminum Cleaner once—and you'll use it regularly.

"The Luck of the Irish"
Reduce Spoilage Loss

Use GRIFFITH'S *Purified** CEREALS

**The latest scientific control
developed to cut spoilage loss**

• Leading meat authorities recommend the use of sterilized cereal binders in place of ordinary flours—to minimize profit-reducing loaf and sausage spoilage losses. And Griffith meets the need with special "purified" cereals:

**GPF (Corn) . . . Fine Golden Cereal
BINDER (Wheat) . . . Grade "A" Pep
. . . and other blended cereals.**

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Shapiro Grows in Georgia

[Continued from page 15]

header. A butcher lets down and, with the help of a sticker, sets the carcass on the pritch plates. Another worker from the half-hoist position lands-over and eviscerates followed by a butcher who skins and saws backs. One man drops hides after which dressing is completed by a single employe who finishes splitting, washes sides and shrouds. At the elevated viscera table one man separates, opens tripe and hangs lungs and spleens while another man washes tripe and hangs the remaining offal.

Inedible material is trucked across a concrete apron to the rendering building and is raised by elevator to the cooker charging level. Bones are ground in a Stedman hammer mill to speed processing and allow cooking with the softer scraps. Rendering equipment includes two Anco melters and a blood dryer. The material is pressure cooked for three hours using an end-point indication device manufactured by the International Electronic Laboratories. This indicator system improves quality of cooked material and reduces time of processing, says general superintendent Arnold Bowen.

Cooked meat scraps are handled in a traveling percolator pan which runs on rails to serve each vessel and transport the material to the press. The pan rolls readily by hand on Vee type mill wheels and reversed angle iron rails. A quick connection coupling for grease removal is provided at each cooker.

Sausage making is a comparatively small part of the Shapiro business. One specialty item, a pickled wiener, is already being distributed in 32 states. This skinless wiener is made both mild and hot from lean pork and

beef ground through a 1/4-in. plate. It is stuffed in 29-mm. casings which are linked in 8 3/4-in. lengths on Ty machines. The peeled links are cut in half and packed in layers in 1/2-gal. and 1-gal. wide-mouthed glass jars.

Fresh beef is sold locally under the company's own grading system as Kottinland brand. About 20 per cent of the total beef produced is boned out and sold to other sausage manufacturers. A considerable volume of fresh meat is made into 2-oz. and 4-oz. patties by Hollymatic equipment and into cube steaks. A policy of the company is that fresh meat shall not be held in the plant more than 24 hours.

Steam for plant needs is generated at 115 psi. in a 150 hp. Cleaver-Brooks package boiler using natural gas, and in a Taylor fire-tube boiler using coal fed by an Iron Fireman stoker. Water at 100 psi. is obtained from three deep wells. The system includes two Jacuzzi Bros. deep well pumps, a 9,000-gal. storage tank and two alternately used Weinman centrifugal pumps delivering to the plant supply pipes. An additional 9,000-gal. water storage tank is being installed parallel with existing equipment.

Refrigeration compressors are located in a room adjoining the killing floor where an 8 1/2-in. x 8 1/2-in. and a 6 1/2-in. x 6 1/2-in. automatically controlled two-cylinder vertical York compressors are connected to a completely flooded ammonia system. Evaporators are mechanically controlled by float valves on the liquor intake and pressure control valves on the discharge pipes. The load on the compressors is eased and frost-backs prevented by use of a vertical accumulator tank from which unevaporated refrigerant returning to the compressor room is pumped directly back to the cooling coils without recourse to the

compressors or condensers. Normal ammonia operating pressures are 20 psi. suction and 180 psi. discharge. A separate system using Frigidaire compressors and freon refrigerant is employed for the freezers.

The company delivers to nearby areas in ten 2 1/2-ton International trucks cooled with dry ice. Four of these trucks were purchased this year. Longer hauls are handled with leased tractor-trailers. Wholesale deliveries are made mostly along the Atlantic seaboard and include sizeable contracts for such armed force centers as Fort Jackson, Fort Benning and Fort Gordon.

The company is proud of the large number of employes who have been with the firm for many years. Workers' benefits given voluntarily by Shapiro include sickness and hospitalization insurance, retirement pensions, family parties every four months and 40 hours guaranteed weekly pay. Ike says that these considerations have been a good investment in retaining the services of employes who know how to turn out the kind of meat demanded by discriminating customers.

Food Advisory Group Urges Quality Research Program

A broad program of research to improve food quality and distribution was called for by the U. S. Department of Agriculture's food distribution research and marketing advisory committee at its annual meeting in Washington, D.C. G. B. Thorne, vice president of Wilson & Co., Inc., Chicago, was among committee members attending the meeting.

High on the list of investigations needed to assure better quality in foods available in retail stores is the development of new and improved methods and instruments that will accurately measure factors affecting quality of raw and processed agricultural commodities, the advisory group said. Instrumental and chemical methods of appraising market quality of foods will tend to eliminate errors due to human judgment and will lower sampling and inspection costs. The committee recommended that special attention be given to quality in meats, poultry and frozen foods.

Other studies needed to maintain product quality, according to the committee, include research to develop new methods of preserving meat, poultry and eggs, especially the use of antibiotics, radiation and inert-gas packaging as supplements to refrigeration. Intensified study to evaluate new and modified packaging materials also was recommended.

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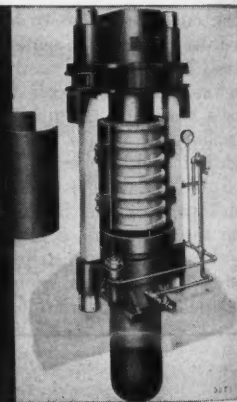
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Barrow Show Indicates Hog Quality is Rising Generally

ROBERT BERKERY, head hog buyer for Agar Packing Co., and H. O. Gibson, head Chicago hog buyer for Armour and Company, examine the well-muscled and finished side of the grand champion carcass.



THE average loin eye area for the 22 carcasses selected for top 12 rank (there were several ties) from 108 carcasses at the second annual Chicago Barrow Show was 4.54 sq. in.; area ranged from a high of 5.46 to a low of 3.78 sq. in. Only two of the carcasses in this show sponsored by the Chicago market meat industry had loin eye areas below 4.0 sq. in. The carcasses, which came from 108 hogs selected from 461 entered on hoof, were dressed on a regular production line and given a standard production trim at Reliable Packing Co. The latter firm has assembled in its own studies a considerable amount of information on loin eye area. The show average was 1 sq. in., or 33 per cent, greater than the loin eye found in the average hog, reported John Thompson, Reliable president.

The judges agreed that the contest entries showed a marked improvement in quality. This quality was reflected in the price paid for the hogs that were weeded out from the top competition, a high percentage of which sold at \$1 cwt. over the market top of \$21.50, said Bill Jones of the Chicago stockyards, who acted as the statistician for the contest.

The dressed carcasses were purchased by Reliable and brought slightly better than \$1 over the market on a live weight basis, commented Richmond Unwin, assistant to the president.

The four primal cut yield—skinned ham, loin, Boston butt and picnic—from the 22 top carcasses averaged 52.03 per cent, well above the 50 per cent required for a meat type hog, according to the USDA publication on "The Meat Type Hog." The high yield for four primal cuts was 55.56 per cent and the low was 50.10. Only five of the 22 carcasses yielded less

than 51.00. The judges emphasized that the yield was in cuts with the standard AMI lean trim.

The animals entered in the barrow contest yielded the lean, low-calorie and high-protein cuts the modern housewife demands, observed Dr. B. C. Breidenstein, head of the meats division, School of Animal Husbandry, University of Illinois, and chairman of the carcass judging committee. The educational work done on behalf of the meat type hog is now being felt at the various livestock shows where the meaty hog is now the dominant type, said Dr. R. W. Bray, head of the meats division, University of Wisconsin, Madison.

The 22 carcasses selected for top 12 rank had an average skinned ham

of 16.3 lbs.; loin of 13.5 lbs.; Boston butt of 4.9 lbs., and picnic of 6.6 lbs. The average live weight of the 22 hogs was 216 lbs. At the live market top paid on the contest day, their cost would have been \$48.60. Their yield of the four primal cuts would have brought, at prices quoted in the "Yellow Sheet," \$35.58, or 81.4 per cent of the live cost. This market yield does not reflect any premium a packer might have gained through special merchandising or packaging and is the volume market price. The top 22 carcasses averaged 161 lbs. in chilled dressed weight for a carcass yield of 74.5.

After chilling, the 108 carcasses were divided into light and medium groups. One half of each carcass was

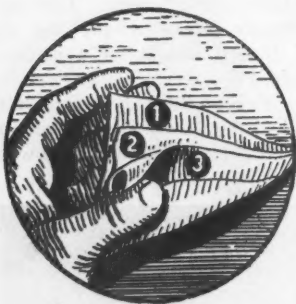


A LOIN EYE VALUE is being checked by the carcass judges, Dr. E. A. Kline, Dr. R. W. Bray, Ken Jacobsen, pork cut superintendent for Reliable Packing Co., and Dr. B. C. Breidenstein. Cuts from each of the top 108 carcasses were placed on a table in front of their mated sides. The carcasses were dressed and judged at Reliable plant.

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broken into primal cuts that were placed on a table in front of the twin side. Each loin was cut in two and a tracing was taken of the loin eye to obtain the area in square inches.

The grand champion carcass was a Hampshire. Its live weight was 225 lbs.; chilled carcass weight was 170 lbs. and loin eye area was 3.02 sq. in. Its four primal cuts (skinned ham, loin, Boston butt and picnic) weighed 17.8 lbs., 15.6 lbs., 6.1 lbs. and 6.9 lbs. for a total of 46.4 lbs., or 53.95 per cent of the chilled carcass. The animal placed first in the medium class while alive. The reserve champion was another Hampshire that weighed 225 lbs. alive, had a chilled carcass weight of 163.6 lbs. and a loin eye of 4.60 sq. in. The primal cut weights were 16.7 lbs., 15.1 lbs., 5.3 lbs. and 7.0 lbs. for a total of 44.1 lbs. or 53.89 per cent of the chilled weight. In live judging this barrow placed second in the mediums.

The grand champion alive placed twelfth in carcass showing. This barrow weighed 205 lbs. alive, had a chilled carcass weight of 153.9 lbs. and primal cuts weighing 15.9 lbs., 12.8 lbs., 4.0 lbs. and 6.3 lbs. for a total of 39.0 lbs., or a chilled carcass yield of 50.63 per cent. In the opinion of the judges the carcass lacked firmness and had a two-tone color in its meat. The carcass had a cooler shrink of only 0.07 per cent, while the average for all 22 hogs was 2.33 per cent with a high of 4.63 per cent. The median shrink value, a point with an equal number above and below was 2.17 per cent. The center range of shrinkage ran from 2.09 to 2.33 per cent.

The average fat back thickness of the 22 hogs, taken at the first rib, the last rib and the last lumbar vertebra, was 1.47 in. This is well within the fat back thickness range allowed for a meat type hog weighing 216 lbs., the average weight for the group. The USDA leaflet states that the fat back for this weight should range from 1.2 to 1.7 in. Fat back thicknesses for all the top 22 hogs were within the limits set forth in the USDA publication: 1.1 to 1.65 in. for hogs weighing 201 to 216 lbs. and 1.2 to 1.7 in. for hogs weighing 216 to 230 lbs.

The barrow show demonstrated that the meat type hog generally is a recognizable animal and generally will yield the desired lean cuts, commented Dr. E. A. Kline, head of the meat department, Iowa State College.

The ribbons used to award the grand prizes were made from leather

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The Meat Trail...



LEATHER-FRAMED POSTER emphasizing importance of good breakfast is presented to President Eisenhower as memento of first National Food Conference by 11-year-old artist, Tom Dreyer of Steelville, Ill. Boy's entry, which shows influence of missile age, won first place in poster contest conducted in Illinois schools by Illinois Agricultural Association. Contest, which drew 14,000 entries, is part of association's agricultural marketing and development program in which farmers of state voluntarily provide money to promote sale of all farm products. Self-help program now is in second year. President Eisenhower seems to be admiring ingenuity of farm group in choosing livestock by-product for poster frame, admiration shared by Secretary of Agriculture Ezra Taft Benson (left) and Charles B. Shuman (background), president of American Farm Bureau Federation and general chairman of the National Food Conference. A report on the Conference appeared in the NP of March 1. President Eisenhower, Vice President Nixon and Secretary Benson addressed the meeting.

New Sokolik Plant Opens at National Stockyards, Ill.

Sokolik Packing Co. has begun operations at National Stockyards, Ill., in what is believed to be the first all-new meat packing plant built in the St. Louis area in more than half a century. The plant is operated by the owners of Royal Packing Co., St. Louis. HARRY SOKOLIK is founder and president of the 50-year-old Royal Packing Co., and his sons, DAVID and JOSEPH, are treasurer and secretary, respectively.

The new beef and veal plant, designed by Henschien, Everds & Crombie, Chicago architectural and engineering firm, is constructed of reinforced concrete throughout with smooth brick wainscots and glazed tile walls. General contractor was Millstone Construction Co. of St. Louis. The building is laid out essentially as a one-floor operation with hide curing and rendering operations in the basement.

Automation is used extensively in the plant. Employment totals approximately 50 persons.

Potts Is New Director of NIMPA Membership Relations

IVAN G. POTTS became director of membership relations for the National Independent Meat Packers Association on March 1. He will work out of Chicago maintaining contact with present members of the association and enlisting new ones. For the present he can be reached through Palos Park telephone Gibson 8-2430.

Potts has been associated with the meat industry for 22 years and during the last seven years has been sales manager of H. J. Mayer & Sons Co. He was educated at the University of Pittsburgh and Georgia Tech and learned the sausage business in Atlanta, Ga.

His specialties have included advertising and quality control. Potts has served as a director of the Meat Industry Supply and Equipment Association and for the last two years has been chairman of the association's executive committee.

PLANTS

Completion of a 25,000-sq.-ft. addition has been announced by Greenwood Packing Plant, Greenwood, S. C., which now will operate under

Dillon Elected President Of Chicago Packer Group

WILLIAM DILLON of Hygrade Food Product Corp. was elected president of the Chicago Meat Packers & Wholesalers Association at the group's annual meeting at Fritzel's Restaurant. ROBERT COSTELLO, Costello's Corned Beef, and IRVING TENENBLAT, Monarch Provision Co., were chosen as vice presidents, and EDWARD CHURAN, Illinois Provision Co., was re-elected secretary-treasurer.

Directors are: MIKE FALONE, Active Provision Co.; WILLIAM FRANKEL, L. Frankel Packing Co.; MEL GUGGENHEIM, Guggenheim Provision Co.; ALEX KLOPOT, Apex Packing Co.; EDWARD KOHN, Edward Kohn Co.; JOHN MARHOEFER, Farmers Commission Co.; RAY SABATH, Century Provision Co., EDGAR SCHROTH, Klein & Schroth, and SI SILVERMAN, Silverman & Wexler.

The 23rd annual banquet of the association was set for Saturday, December 13, at the Conrad Hilton Hotel, Chicago.



PROCLAIMING WEEK of August 10-16 as "Texas Meat Week," Texas Governor Price Daniels (left) hands proclamation to Marvin Knippe, who represented Texas Independent Meat Packers Association at "Food Comes First" conference in Austin. The Austin event tied into National Food Conference held in Washington, D. C. "Texas Meat Week" will help focus attention on annual TEX-IMPA convention, to be held August 14-16 in Houston. City also will observe week.

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federal inspection. The new addition will increase plant area to a total of 125,000 sq. ft. and will boost employment from the present 200 to 300 persons, according to Dr. W. A. BARNETTE, SR., founder and chairman of the board. The enlarged plant can handle 150 hogs and 65 cattle an hour simultaneously. The Can-Pac system for beef slaughter has been installed. The new addition is constructed of precast concrete without bearing walls. Plans call for immediate marketing expansion into the interstate field by the 40-year-old company, which distributes its products under the "Carolina Pride" brand. Associated in the firm with Dr. Barnette are his sons, W. A., JR., P. HENDERSON and J. E.

A record 35,000 head of cattle and a like number of hogs were killed last year by H & H Meat Packing Co., Yakima, Wash., HARRY J. HERRING, president, announced. There has been an expansion of facilities in each of the company's ten years of operation and the end is not yet in sight, he said. Herring and JOE HERBERGER own all the stock in the firm.

The plant of Mountain Packing Co., Asheville, N. C., was damaged recently by fire that apparently started in the cooling system of the sausage department. The firm is owned by GERALD BRYAN.

Zero Packing Co., Wewoka, Okla., has entered the sausage field with the introduction of country-style pork sausage, ORVILLE MUIR, owner and operator, announced. The new product will be marketed within a 50-mile radius of Wewoka.

Qualitee Meat Co., 2410 S. Federal blvd., Denver, has filed articles of incorporation with the Colorado secretary of state. Incorporators and directors are THERESA, ARMAND and DONALD DE SAVERIO.

Nissen & Son Packing Co., Webster City, Ia., has begun operation of a new 7,000-sq.-ft. sausage kitchen at the Webster City plant.

A beef packing plant that will sell only at retail has been opened at 1102 W. Grant rd., Tucson, Ariz. Known as Harbour Meat Co., the firm will specialize in aged, grain-fed beef produced in feed pens of the 3 Lazy H Ranch in the Avra Valley. Owners of the ranch and the packing company are F. BRYAN HARBOUR and GLENN HARBOUR, both of Tucson, and RICHARD F. HOPKINS of Houston, Tex. A large percentage



RETIRING VICE PRESIDENT of Scott Petersen & Co., Chicago, Otto Petersen (right) is presented with engraved wristwatch by nephew Scott Petersen, Jr., president of sausage concern. Otto Petersen, who had been vice president since 1943, will live in Sawyer, Mich., following his return from extended tour through the West. Succeeding him as vice president is Dietrich W. Fricke (center), who joined firm as a sausage maker in 1929 and has held various positions, most recently serving as plant superintendent.

of sales is expected to be in the form of freezer beef, according to Glenn Harbour, who is plant manager. The plant currently is processing about 60 cattle a week. Other meat products and cheese also will be sold in the retail outlet. Design and engineering of the new Tucson plant, were by JOHN SCHINDLER of Los Angeles.

JOBS

L. R. SMITH has been appointed manager of the Swift & Company meat packing plant at Lake Charles, La., E. D. FLETCHALL, Swift vice president, announced. Smith will take over his new duties March 24, succeeding CHARLES E. STRAUB, who will become manager



L. R. SMITH

of the company's plant at Dallas, Tex. Smith started his Swift career in 1935 at Moultrie, Ga. After serving six years in the beef department of the company's plant at Moultrie, he was transferred to Chicago. Later he headed company beef departments at Lake Charles, Ogden, Utah, and Atlanta, Ga. For the past two years he has been assigned to the beef department in the company's general office in Chicago.

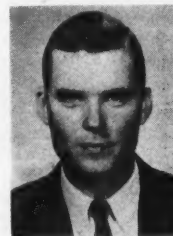
All officers of Shen-Valley Meat Packers, Inc., Timberville, Va., were re-elected at the annual meeting of the cooperative. They are: president,

R. S. GRAVES; vice president, GEORGE B. HOLTZMAN; secretary-treasurer and general manager, A. JACK JESSEE, and assistant secretary, A. T. LASSITER, JR. Manager Jessee in his annual report called attention to a serious need for a regular, dependable source of supply of hogs and cattle. The cooperative purchased \$5,155,500 worth of livestock last year, he said, and had to depend on sources outside Virginia and West Virginia for more than half the livestock supply.

J. GORDON OLDFIELD has joined Springer & Thomas, Inc., Bridgeton, N. J., and will coordinate sales of the company's new portion control line, G. SANFORD THOMAS, president, announced. Oldfield previously served with Geo. A. Hormel & Co. in the Philadelphia-South Jersey area.

Geo. A. Hormel & Co., Austin, Minn., has promoted DOUGLAS SHEETS to sales manager and supervisor of Flavor-Sealed consumer sales at the Hormel branch in Chattanooga, Tenn. He will work with W. C. RYNER, Chattanooga manager, after a training period at Austin.

PATRICK J. LUBY, formerly assistant professor of agricultural economics at Purdue University and private consultant to livestock marketing interests in Indiana, has joined the staff of Oscar Mayer & Co. as economic analyst. Luby received the B.A. degree from the



P. J. LUBY

University of Dayton and both the M.S. and Ph.D. degrees in agricultural economics from Purdue. The research for his graduate degrees was on the analysis and forecasting of hog prices and supplies.

FRANK ANDREWS has been appointed manager of the Canada Packers, Ltd., plant at St. John, N. B.

DEATHS

FRANK PECHOC, 64, president of Lincoln Meat Co., Chicago, died March 8. Survivors include the widow, FRANCES, and two daughters.

THOMAS D. DIGGS, 63, president of Rader Packing Co., Columbia, Mo., died recently. He helped found the company in 1930 and became president when it was incorporated in 1946. An active civic leader, Diggs served as presiding judge of the

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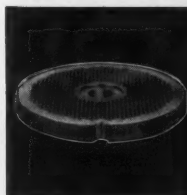
"correct design"

Grinder Plates

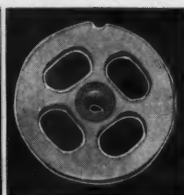
Studs for all grinder makes . . .
plates to your own specifica-
tions—America's foremost
meat processors have been buy-
ing from Speco for 32 years!

Ask About Speco

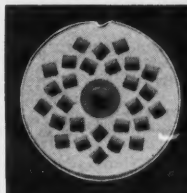
Special Purpose Grinder Plates



C-D Triumph Plates—
one piece solid hub or
reversible



C-D Special Purpose
Plates with Kidney-
Shaped Holes



C-D Square-Hole Plates
(3/4" up)



C-D Special Purpose
Plates with Teardrop-
Shaped Holes

Write for Speco catalog and help-
ful plate ordering guide. Ask about
Speco's (1) C-D Triumph Stain-
less Steel Plates (2) C-D Square-
Hole Plates (3) C-D Special Pur-
pose Plates with Kidney-shaped
Holes (4) C-D Special Purpose
Plates with Teardrop-Shaped
Holes pictured above. Get facts
about new Speco Retaining Bear-
Ring that assures longer plate and
knife life.

SPECO inc.

Speco, Inc.

3946 Willow Rd., Schiller Park, Ill.

Phone GLadstone 5-7240

YOU DON'T HAVE TO WAIT



for a "Little Bird"
to tell you!

• You can't get better seasonings than "BFM" for your Franks and Bologna. They're *Honeys!*

• Order a trial 100-pound drum today. Use 25 pounds at our risk. If the seasoning is not better in every way, return the unused portion, within 30 days, for full refund. You can't lose!

• Write, wire or phone . . .

BASIC FOOD MATERIALS

INC.
853 STATE ST.
VERMILION, OHIO

Good Seasoning is Basic

Boone County Court for the past eight years and also served five terms on the city council. His son, T. W., is secretary-treasurer and general manager of the company.

HERBERT W. DAVIDSON, 70, retired proprietor of Davidson's Pork Products, New Bedford, Mass., died recently. His son, HERBERT, JR., now is head of the firm.

ANDERSON HARRIS THOMPSON, 72, who retired about ten years ago as manager of the Swift & Company branch in Washington, D. C., has passed away. He served nearly 40 years with Swift.

FERDINAND STEINHART, 67, retired partner in S. Steinhart & Sons Co., Newark, N. J., died recently. The wholesale meat firm was founded by his father, the late SOLOMON STEINHART, in 1900.

WILLIAM P. FEY, 36, sales representative in Cincinnati for Tee-Pak, Inc., Chicago, was killed last week when his shotgun discharged after he slipped down a muddy bank while crow hunting near his home. He was a member of the city's team of starling shooters.

CARL W. WESTHOFF, 61, who was associated with Westhoff & Robinson Meat Packing Co., Saginaw, Mich., until his retirement four years ago, has passed away. The firm was founded by his late father.

TRAILMARKS

J. C. McCOWAN of The Cudahy Packing Co. and S. H. MARCUS of Excel Packing Co. have been named to the board of directors of the newly-organized Wichita (Kans.) Livestock

Market Foundation. Purpose of the new foundation is to promote goodwill for Wichita and its livestock market. CONLEE SMITH is president, and DALE WATSON will be the full-time manager.

RICHARD B. (DICK) WHEELER, veteran market reporter and well-known to Chicago packers and brokers, has joined the staff of THE NATIONAL PROVISIONER DAILY MARKET AND NEWS SERVICE.

HAROLD A. YAFFEE, president of Sioux By-Products, Inc., Sioux City, Ia., has announced the appointment of DAVID E. NEWMAN as executive assistant in charge of sales. Newman will have headquarters in the Board of Trade Building in Chicago.

Office workers of the Geo. A. Hormel & Co. plant in Fort Dodge, Ia., voted 45 to 31 in favor of unionizing and affiliating with the United Packinghouse Workers of America, AFL-CIO. The election was conducted last week by the National Labor Relations Board.

Agar Packing Co., Chicago, has named H. M. Gross Co. to handle advertising for the company's full line of fresh meat, bacon, canned ham and other pork products, ROY MELCHIOR, Agar president, announced.

HOWARD H. RATH, chairman of the board of directors of The Rath Packing Co., Waterloo, Ia., has been re-elected a director of the National Bank of Waterloo.

I. J. WISNER, superintendent of the Swift & Company plant at Ogden, Utah, was re-elected recently to his fourth term as chairman of the Webster County Red Cross chapter.



RETIRED INDUSTRY veteran Ernest F. Bloss (right) and S. H. Marcus, president of Excel Packing Co., Wichita, Kans., discuss some techniques of modern beef rail dressing operations. Bloss, who received 50-year service emblem at 1950 American Meat Institute convention, began career in 1889 as water boy for men constructing a major packer's Kansas City plant. He served in various operating capacities, including general and traveling superintendent for several firms, and now is an adviser to Excel and a number of other meat packing firms.

ALL MEAT . . . output, exports, imports, stocks

Meat Output Up; Gain All Pork

An appreciable gain in hog slaughter last week more than offset declines in slaughter of cattle and calves to bring about another increase in volume of meat produced under federal inspection. However, all slaughter was below last year. Total meat output moved up to 360,000,000 lbs. from 353,000,000 lbs. for the week, but fell 12 per cent below last year's volume of 408,000,000 lbs. Cattle slaughter was off by about 10,000 head for the week and 47,000 head below last year. Hog kill rose by 110,000 head for the week, while falling 108,000 head below last year. Estimated slaughter and meat production by classes appear below.

Week Ended	BEEF		PORK (Excl. lard)		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
March 8, 1958	320	176.0	1,220	158.7	360
March 1, 1958	330	183.5	1,110	143.5	353
March 9, 1957	367	206.8	1,328	172.7	408

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
March 8, 1958	125	13.1	240	11.8	360
March 1, 1958	135	14.2	240	12.0	353
March 9, 1957	147	16.0	248	12.2	408

1950-58 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.

1950-58 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)			
	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
March 8, 1958	1,000	550	234	130
March 1, 1958	1,010	556	233	129
March 9, 1957	1,007	563	233	130

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD.	
	Live	Dressed	Live	Dressed	Per cwt.	Mil. lbs.
March 8, 1958	190	105	103	49	—	42.7
March 1, 1958	190	105	104	50	—	36.7
March 9, 1957	195	109	101	49	15.0	46.5

ACTUAL FEDERALLY INSPECTED SLAUGHTER AND REVISED ESTIMATE OF MEAT AND LARD PRODUCTION BY WEEKS, JANUARY, 1958

Week ended	Cattle		Calves		Hogs		Sheep and Lambs		Lard	
	Kill 000's	mil. lb.	Kill 000's	mil. lb.	Kill 000's	mil. lb.	Kill 000's	mil. lb.	Yield lb.	Total mil. lb.
Jan. 4	291	166.6	111	13.1	1,017	136.6	154	9.0	325.3	15.1
Jan. 11	384	219.7	142	16.8	1,300	177.2	242	11.9	425.6	14.9
Jan. 18	387	221.5	123	14.6	1,279	169.3	260	12.8	418.2	14.7
Jan. 25	363	209.2	110	12.8	1,246	163.7	243	12.0	397.7	14.7
Feb. 1	342	195.4	117	13.6	1,170	153.7	225	11.3	374.0	14.6

January Meat Production, Slaughter Up Since December, Down From Year Earlier

MEAT production in commercial plants moved into a higher gear as the new year got underway, as January volume of 2,267,000,000 lbs. showed an appreciable gain over December total of 2,097,000,000 lbs. However, compared with January 1957 volume of 2,436,000,000 lbs., current output was off by about 7 per cent. Commercial meat production includes slaughter under federal inspection and in other wholesale and retail plants, but excludes farm kill.

January beef production at 1,210,000,000 lbs. was 14 per cent larger than December volume of 1,063,000,000 lbs., but 9 per cent below January 1957 output of 1,324,000,000 lbs. Slaughter of cattle for the month

numbered 2,201,900 head for an 11 per cent gain over December kill of 1,979,100 head, but an 11 per cent drop from 2,473,300 head butchered in January last year.

Veal production rose 8 per cent to 106,000,000 lbs. from December volume of 98,000,000 lbs., but was 17 per cent smaller than the 127,000,000 lbs. produced in January last year. January calf slaughter numbered 904,400 head compared with 911,100 in December and 1,067,500 head in January last year.

January pork production at 892,000,000 lbs. compared with the December total of 883,000,000 lbs. and 913,000,000 lbs. in January 1957. Lard production for the month to-

taled 221,000,000 lbs. as against 216,000,000 lbs. in December and 226,000,000 lbs. in January a year earlier. Hog kill for January at 6,714,000 head was up slightly from the December count of 6,608,400, but down some from 6,879,800 for the month last year.

Output of lamb and mutton in January was 59,000,000 lbs. or 11 per cent increase over December volume of 53,000,000 lbs., but was 18 per cent smaller than last year's 72,000,000 lbs. for the month. Slaughter of sheep and lambs numbered 1,196,300 head compared with 1,103,100 head in December and 1,489,200 head in January last year.

AMI PROVISION STOCKS

Pork stocks as reported to the American Meat Institute totaled 157,600,000 lbs. on March 1. This volume was 32 per cent below the 230,300,000 lbs. in stock on about the same date a year earlier.

Stocks of lard and rendered pork fat at 40,300,000 lbs. compared with 70,200,000 lbs. in stock on about the same date a year earlier.

The accompanying table shows stocks as percentages of holdings two weeks before and a year earlier.

	Mar. 1 stocks as percentages of inventories on	Mar. 2 1957
	Feb. 15 1958	Mar. 2 1957
HAMS:		
Cured, S.P.-D.C.	115	80
Frozen for cure, S.P.-D.C.	103	81
Total hams	107	67
PICNICS:		
Cured, S.P.-D.C.	90	59
Frozen for cure, S.P.-D.C.	75	41
Total picnics	80	46
BELLIES:		
Cured, D.S.	85	68
Frozen for cure, D.S.	123	226
Cured, S.P.-D.C.	96	80
Frozen for cure, S.P.-D.C.	112	76
OTHER CURED MEATS:		
Cured and in cure	84	53
Frozen for cure	90	62
Total other	87	57
FAT BACKS:		
Cured, D.S.	85	43
FRESH FROZEN:		
Loins, spareribs, neckbones, trimmings, other—Total	108	59
TOT. ALL PORK MEATS	103	68
LARD & R.P.F.	98	57

Mexico Eases Tallow Curbs

The Mexican Government has issued import licenses for 27,600,000 lbs. of inedible tallow. The tallow must be imported by June 30, 1958. U. S. exports of tallow to Mexico were 40,000,000 lbs. in 1957, a drop of 32 per cent from exports of 59,000,000 lbs. in 1956.

PROCESSED MEATS . . . SUPPLIES

January Volume Of Meats, Meat Foods Processed, Canned Down From Last Year

MEAT processing in the five weeks of January, reflecting to some degree the smaller amount of the raw product available, was down from volume handled in the same period a year earlier. Processors under federal

inspection handled a total volume of 1,628,602,000 lbs. of meat products during the month, which was about 68,000,000 lbs. less than the 1,696,601,000 lbs. processed in the same period a year earlier.

The decline in the amount of sausage produced was relatively small—from 156,498,000 lbs. last year to

152,144,000 lbs. this year. Volume of meat loaves, head cheese, chili and jellied products, etc. at 18,775,000 lbs. was down from 20,246,000 lbs. last year.

The amount of steaks, chops and roasts prepared dropped in the five weeks of January to 52,533,000 lbs. from 59,644,000 lbs. in the same period of last year.

Processors sliced 89,588,000 lbs. of bacon in the period, or about 4 per cent less than the 93,263,000 lbs. in the same period last year. Renderers turned out 89,588,000 lbs. of lard compared with 93,263,000 lbs. a year earlier.

Volume of meat and meat food products canned in January settled moderately from the amount packed in cans last year. Products packed in the 3-lb. and larger containers declined to 48,345,000 lbs. from 52,986,000 lbs., while the total on the smaller cans fell to 173,793,000 lbs. from 187,923,000 lbs. last year.

MEATS AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—DECEMBER 29, 1937 THROUGH FEBRUARY 1, 1938 COMPARED WITH LIKE PERIOD, DECEMBER 30, 1936 THROUGH FEBRUARY 2, 1937, IN 000 LBS.

	Dec. 29, 1937	Dec. 30, 1936
Placed in cure—		
Beef	15,170	16,575
Pork	303,747	318,365
Other	144	148
Smoked and/or dried—		
Beef	5,889	5,760
Pork	214,647	219,198
Cooked Meat—		
Beef	8,896	8,499
Pork	25,026	25,952
Other	281	282
Sausage—		
Fresh finished	25,239	28,179
To be dried or semi-dried	12,123	13,291
Franks, wieners	57,323	58,263
Other, smoked or cooked	57,459	56,765
Total sausage	152,144	156,498
Loaf, head cheese, chili,		
Jellied products	18,775	20,246
Steaks, chops, roasts	52,533	59,644
Meat extract	325	374
Sliced bacon	89,588	93,263
Sliced, other	21,256	17,488
Hamburger	15,759	17,127
Miscellaneous meat product	11,472	9,531
Lard, rendered	200,534	207,458
Lard, refined	142,872	138,158
Oleo stock	5,619	8,017
Edible tallow	29,722	27,814
Compound containing animal fat	66,067	78,597
Oleomargarine containing animal fat	8,554	7,706
Canned product (for civilian use and Dept. of Defense)	232,971	248,912
Total*	1,628,602	1,696,601

*This figure represents "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then canning.
†Includes dried beef, sausage, loaves, etc.

MEAT AND MEAT FOOD PRODUCTS CANNED UNDER FEDERAL INSPECTION IN THE FIVE-WEEK PERIOD, DECEMBER 29, 1937 THROUGH FEBRUARY 1, 1938

	Pounds of Finished Product—	Consumer Packages or Shelf Sizes
	(3 lbs. or over)	(under 3 lbs.)
Luncheon meat	15,231,000	12,452,000
Canned ham	21,854,000	503,000
Corned beef hash	412,000	7,604,000
Chili con carne	1,057,000	14,747,000
Viennas	227,000	6,163,000
Franks, wieners in brine	42,000	460,000
Deviled ham	.....	982,000
Other potted or deviled meat food products	.....	3,182,000
Tamales	275,000	2,375,000
Sliced dried beef	49,000	424,000
Chopped beef	.....	528,000
Meat stew (all product)	176,000	10,641,000
Spaghetti meat products	157,000	9,827,000
Tongue (other than pickled)	27,000	193,000
Vinegar pickled products	1,007,000	1,458,000
Bulk sausage	.....	1,285,000
Hamburger, roasted or corned beef, meat and gravy	299,000	2,657,000
Soups	2,359,000	61,987,000
Sausage in oil	435,000	494,000
Tripe	.....	866,000
Brains	.....	304,000
Loins and picnics	3,804,000	74,000
All other meat with meat and/or meat by-products—20% or more	416,000	8,568,000
Less than 20%.....	519,000	26,015,000
Totals	48,345,000	173,793,000

Meat Index Slightly Lower

Meat prices averaged a shade lower in the week ended March 4, while the average for a broad range of consumer commodities was up for the period, according to the Bureau of Labor Statistics. The wholesale price index on meats at 103.6 for the week was down a small fraction from 103.7, the record high of the week before. Higher prices on other consumer goods raised the general index to a new high of 119.4 per cent.

DOMESTIC SAUSAGE

Pork sausage, bulk (lcl. lb.)	
in 1-lb. roll	44¢ @ 46
Pork saus., s.c. 1-lb. pk.	61¢ @ 65
Franks, s.c. 1-lb. pk.	66½¢ @ 71
Franks, skinless, 1-lb. package	53
Bologna, ring (bulk)	51½¢ @ 54
Bologna, art. cas. bulk	43½¢ @ 46
Bologna, a. c., sliced, 6-7 oz. pk., doz.	3.07 @ 3.24
Smoked liver, h.b., bulk	49½¢ @ 53
Smoked liver, a.c., bulk	42½¢ @ 45
Polish saus., smoked	.57 @ 70
New Eng. lunch spec., sliced, 6-7 oz. doz.	4.09 @ 4.80
Olive loaf, bulk	48½¢ @ 56
O. L. sliced, 6-7 oz. doz.	3.27 @ 3.75
Blood and tongue, bulk	64¢ @ 68
Pepper loaf, bulk	62½¢ @ 74
P.L.L. sliced, 6-7 oz. doz.	3.27 @ 4.08
Pickls. & pimento loaf, 4½ oz. P.&P., sliced, 6-7 oz., dozen	3.12 @ 3.48

DRY SAUSAGE

Cervelat, ch. hog bungs	1.04 @ 1.06
Thuringer	60¢ @ 62
Farmer	85¢ @ 87
Holsteiner	87¢ @ 89
Salami, B. C.	91¢ @ 93
Salami, Genoa style	1.04 @ 1.06
Salami, cooked	53¢ @ 55
Pepperoni	87¢ @ 89
Sicilian	97¢ @ 99
Goteborg	85¢ @ 87
Mortadella	59¢ @ 61

SEEDS AND HERBS

(lcl. lb.)	Whole	Ground
Caraway seed	20	25
Cumin seed	41	47
Mustard seed, fancy	23	
yellow Amer.	17	
Oregano	44	
Coriander		
Morocco, No. 1	20	24
Marjoram, French	62	67
Sage, Dalmatian, No. 1	56	64

SPICES

(Basis Chicago, original bags, bales)	Whole	Ground
Allspice, prime	82	92
Resifted	90	91
Chili, pepper	45	
Chili, powder	45	
Cloves, Zanzibar	64	69
Ginger, Jam., unbl.	92	98
Mace, fancy, Banda	4.00	
West Indies	3.65	
East Indies	3.30	
Mustard flour, fancy	40	
No. 1	36	
West Indies nutmeg	2.50	
Paprika, Amer. No. 1	48	
Paprika, Spanish	45	
Cayenne pepper	62	
Pepper		
Red, No. 1	57	
White	46	50
Black	37	40½

SAUSAGE CASINGS

(lcl. prices quoted to manufacturers of sausage)	
Beef rounds: (Per set)	
Clear, 29/35 mm.	1.05 @ 1.35
Clear, 35/38 mm.	1.00 @ 1.15
Clear, 35/40 mm.	85¢ @ 1.10
Clear, 38/40 mm.	1.05 @ 1.35
Clear, 40/44 mm.	1.30 @ 1.65
Clear, 44 mm./up.	1.95 @ 2.50
Not clear, 4½ in./dn.	75¢ @ 85
Not clear, 40 mm./up	85¢ @ 95
Beef weansads: (Each)	
No. 1, 24 in./up	14¢ @ 17
No. 1, 22 in./up	10¢ @ 15
Beef middles: (Per set)	
Ex. wide, 2½ in./up.	3.50 @ 3.70
Spec. wide, 2½-2½ in.	2.55 @ 2.70
Spec. med., 1½-2½ in.	1.50 @ 1.60
Narrow, 1½ in./dn.	1.05 @ 1.15
Beef bung caps: (Each)	
Clear, 5 in./up.	34¢ @ 40
Clear, 4½-5 inch	29¢ @ 32
Clear, 4-4½ inch	19¢ @ 21
Clear, 3½-4 inch	15¢ @ 16
Not clear, 4½ inch/up	18¢ @ 21
Beef bladders, salted (Each)	
7½ inch./up, inflated	18
6½-7½ inch, inflated	15
5½-6½ inch, inflated	13
Pork casings: (Per hank)	
29 mm. down	4.65 @ 4.80
29/32 mm.	4.50 @ 4.65
32/35 mm.	3.85 @ 3.80
35/38 mm.	3.25 @ 3.45
38/44 mm.	3.05 @ 3.15

Hog bungs:

Sow, 34 in. cut	60¢ @ 65
Export, 34 in. cut	53¢ @ 57
Large, prime, 34 in.	38¢ @ 40
Med. prime, 34 in.	25¢ @ 27
Small prime	16¢ @ 17
Middles, cap off	60¢ @ 65
Hog skips	60¢ @ 65
Hog runners, green	10¢ @ 15
Sheep casings: (Per hank)	
26/28 mm.	6.20 @ 6.50
24/26 mm.	6.05 @ 6.35
22/24 mm.	4.75 @ 5.25
20/22 mm.	4.10 @ 4.45
18/20 mm.	2.70 @ 3.35
16/18 mm.	1.50 @ 2.20

CURING MATERIALS

Nitrite of soda, in 400-lb. ctn.	
bb'l., del. or f.o.b. Chgo.	\$11.10
Pure refined gran. nitrate of soda	8.6
Pure rfd. powdered nitrate of soda	8.6
Salt, paper sacked, f.o.b. Chgo., gran. carlots, ton	80.00
Rock salt in 40 lb. bags, f.o.b. whse, Chgo.	25.25
Sugar:	
Raw, 96 basis, f.o.b. N. Y.	5.8
Refined standard cane gran. basis (Chgo.)	8.7
Packers curing sugar, 100 lb. bags, f.o.b. Reserve, less 2%	8.5
Dextrose:	
Corelose, regular	1.2
Ex-warehouse, Chicago	1.4

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

March 11, 1958

WHOLESALE FRESH MEATS

CARCASS BEEF

Steers, gen. range	(carlots, lb.)
Prime, 700/800	None quoted
Choice, 500/700	44 1/2 @ 45
Choice, 600/700	44 1/2 @ 45 1/2
Choice, 700/800	44 1/2 @ 45 1/2
Good, 500/600	42n
Good, 600/700	42n
Commercial cow	34 1/2
Canner-cutter cow	33 1/2

PRIMAL BEEF CUTS

Prime:	(Lb.)
Rounds, all wts.	54
Trimmed loins,	
50/70 lbs. (lcl)	.82 @ 1.10
Square chuck,	
70/90 lbs. (lcl)	44
Arm chucks, 80/110	42n
Ribs, 25/35 (lcl)	.83 @ 85
Briskets (lcl)	.38 @ 39
Navel, No. 1	.21 @ 21 1/2
Flanks, rough No. 1.20	@ 20 1/2

Choice:	
Hindqtrs., 5/800	51 1/2
Foreqtrs., 5/800	40
Rounds, 70/90	52
Tr. loins, 50/70 (lcl)	.67 @ 80
Sq. chucks, 70/90	44
Arm chucks, 80/110	42
Ribs, 25/35 (lcl)	.54 @ 58
Briskets (lcl)	.38 @ 39
Navel, No. 1	.21 @ 21 1/2
Flanks, rough No. 1.20	@ 20 1/2

Good (all wts.):	
Rounds	.40 @ 51
Sq. cut chucks	.42 @ 53
Briskets	.46 @ 49
Ribs	.46 @ 49
Loins	.57 @ 61

COW & BULL TENDERLOINS

Fresh J/L	C-C Grade	Froz. C/L
600/63.	Cow, 3/4n.	61
75/80.	Cow, 3/4	70
30/88.	Cow, 4/5	75 @ 80
90/100.	Cow, 5/up	85 @ 90
90/100.	Bull, 5/up	85 @ 90

BEEF HAM SETS

Insides, 12/n, lb.	56
Outsides, 8/n, lb.	52
Knuckles, 7 1/2/n, lb.	58

CARCASS MUTTON

Choice, 70/down, lb.	.28 @ 29
Good, 70/down, lb.	.27 @ 28

n—nominal, b—bid, a—asked.

BEEF PRODUCTS

(Frozen, carlots, lb.)

Tongues, No. 1, 100's	31 1/2
Tongues, No. 2, 100's	25
Hearts, regular, 100's	25 1/2
Livers, regular, 35/50's	30
Livers, selected, 35/50's	40
Lips, scalded, 100's	16
Lips, unscaled, 100's	13 1/2
Tripe, scalded, 100's	8 1/2
Tripe, cooked, 100's	9 1/2
Melts, 100's	8 1/2
Lungs, 100's	8 1/2
Udders, 100's	5 1/2

FANCY MEATS

(lcl prices)

Beef tongues, corned	28 1/2
Veal breads,	
under 12 oz.	70
12 oz. up	90 1/2
Calf tongues, 1 lb./dn.	20
Oxtails, fresh, select	.28 @ 30

BEEF SAUS. MATERIALS

FRESH

Canner-cutter, cow	(Lb.)
Bull meat, boneless,	46
barrels	49 1/2
Beef trimmings,	
75/85% barrels	.35 @ 35 1/2
Beef trimmings,	
85/95% barrels	.42 1/2
Boneless chucks,	
barrels	47
Beef cheek meat,	
trimmed, barrels	37 1/2
Beef head meat, bbls.	33
Veal trimmings,	
boneless, barrels	.43 @ 43 1/2

VEAL—SKIN OFF

(lcl carcass prices, cwt.)

Prime, 90/120	54.00
Prime, 120/150	54.00
Choice, 90/120	50.00 @ 51.00
Choice, 120/150	50.00 @ 51.00
Good, 90/150	46.00 @ 47.00
Stand., 90/190	42.00 @ 44.00
Utility, 90/190	39.00 @ 40.00
Cull, 60/125	32.00 @ 33.00

CARCASS LAMB

(lcl prices, lb.)

Prime, 35/45	48 @ 51
Prime, 45/55	48 @ 51
Prime, 55/65	45 @ 48
Choice, 35/45	48 @ 51
Choice, 45/55	48 @ 51
Choice, 55/65	45 @ 48
Good, all wts.	43 @ 47

NEW YORK

March 11, 1958

WHOLESALE FRESH MEATS

BEEF CARCASSES, CUTS

(lcl prices)

Steer:	(Western, cwt.)
Prime, carc., 6/700	\$53.00 @ 55.50
Prime, carc., 7/800	52.50 @ 54.00
Choice, carc., 6/700	47.50 @ 49.50
Choice, carc., 7/800	46.50 @ 48.00
Good, carc., 6/700	44.00 @ 46.00
Good, carc., 7/800	43.50 @ 45.50
Hinds, pr., 6/700	63.00 @ 65.00
Hinds, pr., 7/800	62.00 @ 64.00
Hinds, ch., 6/700	50.00 @ 52.00
Hinds, ch., 7/800	51.00 @ 54.00
Hinds, gd., 6/700	48.00 @ 51.00
Hinds, gd., 7/800	47.00 @ 50.00

BEEF CUTS

(lcl prices, lb.)

Prime steer:	
Hindqtrs., 600/700	.63 @ 65
Hindqtrs., 700/800	.62 @ 64
Hindqtrs., 800/900	.61 @ 62
Rounds, flank off	.53 @ 56
Rounds, diamond bone,	
flank off	.54 @ 56
Short loins, untrim.	1.00 @ 1.10
Short loins, trim.	1.22 @ 1.32
Flanks	.21 @ 22
Ribs (7 bone cut)	.80 @ 85
Arm chucks	.46 @ 47
Briskets	.46 @ 43
Plates	.22 1/2 @ 24

Choice steer:	
Hindqtrs., 600/700	.53 @ 57
Hindqtrs., 700/800	.52 @ 55
Hindqtrs., 800/900	.51 @ 53
Rounds, flank off	.52 @ 54
Rounds, diamond bone,	
flank off	.53 @ 55
Short loins, untrim.	.64 @ 68
Short loins, trim.	.84 @ 88
Planks	.21 @ 22
Ribs (7 bone cut)	.53 @ 57
Arm chucks	.44 @ 46
Briskets	.39 @ 42
Plates	.22 1/2 @ 23 1/2

FANCY MEATS

(lcl prices)

Veal breads, 6/12 oz.	92
12 oz. up	1.14
Beef livers, selected	43
Beef kidneys	21
Oxtails, 3/4-lb., frozen	29

LAMB

(lcl carcass prices, cwt.)

City	
Prime, 30/40	\$51.00 @ 55.00
Prime, 40/45	51.00 @ 55.00
Prime, 45/55	48.00 @ 53.00
Prime, 55/65	47.00 @ 50.00
Choice, 30/40	51.00 @ 54.00
Choice, 40/45	50.00 @ 55.00
Choice, 45/55	47.00 @ 52.00
Choice, 55/65	46.00 @ 48.00
Good, 30/40	49.00 @ 51.00
Good, 40/45	49.00 @ 52.00
Good, 45/55	48.00 @ 51.00

Western

Prime, 45/dn.	49.00 @ 51.00
Prime, 45/55	48.00 @ 49.00
Prime, 55/65	47.00 @ 49.00
Choice, 45/dn.	49.00 @ 51.00
Choice, 45/55	48.00 @ 49.00
Choice, 55/65	47.00 @ 49.00
Good, 45/dn.	46.00 @ 49.00
Good, 45/55	45.00 @ 48.00

VEAL—SKIN OFF

(lcl carcass prices)

Western	
Prime, 90/120	\$53.00 @ 56.00
Prime, 120/150	53.00 @ 56.00
Choice, 90/120	44.00 @ 48.00
Choice, 120/150	44.00 @ 48.00
Good, 50/90	41.00 @ 44.00
Good, 90/120	42.00 @ 43.00
Stand., 50/90	37.00 @ 38.00
Stand., 90/120	37.00 @ 39.00
Calf, 200/dn., ch.	38.00 @ 40.00
Calf, 200/dn., gd.	37.00 @ 39.00
Calf, 200/dn., std.	36.00 @ 38.00

NEW YORK RECEIPTS

Receipts reported by the USDA Marketing Service, week ended Mar. 8, 1958, with comparisons:

STEER and HEIFER:	Carcasses
Week ended Mar. 8	8,002
Week previous	10,081
COW:	
Week ended Mar. 8	1,076
Week previous	867
BULL:	
Week ended Mar. 8	276
Week previous	273
VEAL:	
Week ended Mar. 8	19,274
Week previous	13,831
LAMB:	
Week ended Mar. 8	30,581
Week previous	34,980
MUTTON:	
Week ended Mar. 8	577
Week previous	557
HOG AND PIG:	
Week ended Mar. 8	11,883
Week previous	10,423
BEEF CUTS:	Lbs.
Week ended Mar. 8	270,817
Week previous	373,310
VEAL AND CALF CUTS:	
Week ended Mar. 8	3,041
Week previous	3,000
LAMB AND MUTTON:	
Week ended Mar. 8	9,583
Week previous	9,583
PORK CUTS:	
Week ended Mar. 8	811,790
Week previous	765,422
BEEF CURED:	
Week ended Mar. 8	15,522
Week previous	...
PORK CURED AND SMOKED:	
Week ended Mar. 8	263,919
Week previous	227,409

LOCAL SLAUGHTER

CATTLE:	Head
Week ended Mar. 8	12,677
Week previous	12,491
CALVES:	
Week ended Mar. 8	11,877
Week previous	10,388
HOGS:	
Week ended Mar. 8	54,210
Week previous	57,227
SHEEP:	
Week ended Mar. 8	34,444
Week previous	35,894

PHILA. FRESH. MEATS

March 11, 1958

WESTERN DRESSED

STEER CARCASSES:	(Cwt.)
Choice, 500/700	\$48.00 @ 50.50
Choice, 700/800	48.00 @ 50.50
Good, 500/800	44.75 @ 47.00
Hinds, choice	54.00 @ 56.00
Hinds, good	50.00 @ 53.00
Rounds, choice	53.00 @ 56.00
Rounds, good	None qtd.
COW CARCASSES:	
Com'l, all wts.	38.00 @ 40.75
Utility, all wts.	36.75 @ 38.50
VEAL (SKIN OFF):	
Choice, 90/120	48.00 @ 50.00
Choice, 120/150	48.00 @ 50.00
Good, 50/90	44.00 @ 47.00
Good, 90/120	45.00 @ 48.00
Good, 120/150	45.00 @ 48.00

LOCALLY DRESSED

STEER BEEF (lb.)	Choice	Good
Carc., 5/700, 4 1/2 @ 50 1/2	43 1/2 @ 45	
Carc., 7/800, 4 1/2 @ 49 1/2	43 1/2 @ 44 1/2	
Hinds, 5/700	52 @ 55	51 @ 53
Hinds, 7/800	51 @ 54	47 @ 50
Rounds, no flank	53 @ 57	51 @ 53
Hip rt. plus flank	52 @ 56	49 @ 52
Full loin, untrim.	51 @ 55	47 @ 50
Short loin, untrim.	50 @ 55	52 @ 56
Ribs (7 bone)	55 @ 62	50 @ 54
Arm chucks	44 @ 47	41 @ 43
Briskets	39 1/4 @ 44	39 1/4 @ 44
Short plates	23 @ 26	23 @ 26

PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcasses):	Los Angeles	San Francisco	No. Portland
Mar. 11	Mar. 11	Mar. 11	Mar. 11
STEER:			
Choice:			
500-600 lbs.	\$47.00 @ 49.00	\$47.00 @ 49.00	\$47.00 @ 48.50
600-700 lbs.	46.00 @ 47.00	45.00 @ 47.00	46.50 @ 48.00
Good:			
500-600 lbs.	45.00 @ 47.00	45.00 @ 46.00	45.50 @ 47.00
600-700 lbs.	44.00 @ 46.00	43.00 @ 45.00	45.00 @ 46.00
Standard:			
350-600 lbs.	44.00 @ 46.00	40.00 @ 43.00	42.00 @ 45.00
COW:			
Standard, all wts.	None quoted	39.00 @ 41.00	None quoted
Commercial, all wts.	38.00 @ 40.00	37.00 @ 39.00	39.00 @ 42.00
Utility, all wts.	37.00 @ 39.00	35.00 @ 37.00	38.00 @ 41.00
Canner-Cutter	32.00 @ 37.00	33.00 @ 35.00	36.00 @ 39.00
Bull, util. & com'l	40.00 @ 42.00	39.00 @ 41.00	42.00 @ 44.00
FRESH CALF:	(Skin-off)	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	51.00 @ 54.00	48.00 @ 50.00	50.00 @ 53.00
Good:			
200 lbs. down	50.00 @ 52.00	48.00 @ 50.00	45.00 @ 52.00
LAMB (Carcass):			
Prime:			
45-55 lbs.	48.00 @ 50.00	None quoted	49.00 @ 52.00
55-65 lbs.	44.00 @ 48.00	45.00 @ 48.00	45.00 @ 50.00
Choice:			
45-55 lbs.	48.00 @ 50.00	47.00 @ 52.00	49.00 @ 52.00
55-65 lbs.	44.00 @ 48.00	45.00 @ 48.00	45.00 @ 50.00
Good, all wts.	48.00 @ 48.00	45.00 @ 50.00	46.00 @ 50.00
MUTTON (Ewe):			
Choice, 70 lbs./down	24.00 @ 28.00	28.00 @ 30.00	28.00 @ 30.00
Good, 70 lbs./down	24.00 @ 28.00	25.00 @ 28.00	28.00 @ 30.00

PORK AND LARD... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, March 12, 1958)

SKINNED HAMS			BELLIES		
F.F.A. or fresh		Frozen	F.F.A. or fresh		Frozen
51	10/12	51	36n	6/8	36n
49	12/14	49	34	8/10	34
48 1/2	14/16	48 1/2	33 1/2	10/12	33 1/2
48 1/4	16/18	48	32 1/2	12/14	32 1/2
47 1/2	18/20	47 1/2	32	14/16	32
47 1/4	20/22	47 1/4	30 1/2	16/18	30 1/2
44 1/2 @ 44	22/24	44 1/2 @ 44	30 1/4	18/20	30 1/4
42 1/2 @ 44	24/26	42 1/2 @ 44	Gr. Am., froz., fresh	D.S. clear	
42 1/4	25/30	42 1/4	26n	18/20	26n
42 1/4	25/up, 2's in	42 1/4	26	20/25	26 @ 26 1/2
			25	25/30	25 @ 25 1/2
			24	30/35	24 1/2n
			23	35/40	24 1/4
			19 1/2	40/50	21 1/4

PICNICS		
F.F.A. or fresh		Frozen
29 1/2 @ 29 1/2	4/6	29 1/2
28 1/2	6/8	28 1/2
28 1/4	8/10	28 1/4 @ 29
28 1/4n	10/12	28 1/4n
28 1/4n	12/14	28 1/4n
28 1/4	8/up, 2's in	28 1/4

FAT BACKS		
Frozen or fresh		Cured
9 1/2n	6/8	10 1/4
10n	8/10	11
10 1/2n	10/12	12
11n	12/14	12 1/2
11 1/2n	14/16	12 1/2
14 1/2n	16/18	15 1/4n
14 1/2n	18/20	15 1/4n
14 1/2n	20/25	15 1/4n

n—nominal, b—bid, a—asked.

LARD FUTURES PRICES

NOTE: Add 1/4¢ to all price quotations ending in 2 or 7.

FRIDAY, MARCH 7, 1958				
Mar.	Open	High	Low	Close
Mar.	12.57	12.57	12.57	12.57
May	12.37	12.37	12.30	12.37
				-35
July	12.25	12.27	12.20	12.27 1/2
Sept.	12.12	12.12	11.90	12.12 1/2
Oct.	11.95	11.95	11.90	11.90
Sales: 3,760,000 lbs.				
Open interest at close Thurs., Mar. 6: Mar. 102, May 452, July 284, Sept. 60, and Oct. 18 lots.				

MONDAY, MARCH 10, 1958				
Mar.	12.75	12.80	12.70	12.70b
May	12.45	12.52	12.42	12.45
July	12.37	12.42	12.35	12.35
Sept.	12.22	12.22	12.20	12.20a
Oct.	11.95b			11.95a
Sales: 2,480,000 lbs.				
Open interest at close Fri., Mar. 7: Mar. 102, May 456, July 278, Sept. 68, and Oct. 25 lots.				

TUESDAY, MARCH 11, 1958				
Mar.	12.75	12.80	12.70	12.70b
May	12.45	12.52	12.42	12.45
July	12.37	12.42	12.35	12.35
Sept.	12.22	12.22	12.20	12.20a
Oct.	11.95b			11.95a
Sales: 9,200,000 lbs.				
Open interest at close Mon., Mar. 10: Mar. 100, May 459, July 270, Sept. 67, and Oct. 25 lots.				

WEDNESDAY, MARCH 12, 1958				
Mar.	12.55	12.65	12.50	12.50b
May	12.27	12.30	12.10	12.10b
July	12.20	12.22	12.00	12.02
Sept.	12.02	12.05	11.82	11.87
Oct.	11.80	11.80	11.65	11.65
Sales: 8,920,000 lbs.				
Open interest at close Tues., Mar. 11: Mar. 101, May 458, July 300, Sept. 66, and Oct. 35 lots.				

THURSDAY, MARCH 13, 1958				
Mar.	12.55	12.57	12.47	12.50
May	12.07	12.20	12.07	12.07b
July	12.00	12.07	11.97	12.00
Sept.	11.87	11.92	11.85	11.85a
Oct.	11.60	11.65	11.60	11.65a
Sales: 3,500,000 lbs.				
Open interest at close Wed., Mar. 12: Mar. 91, May 406, July 293, Sept. 65, and Oct. 39 lots.				

CHGO. FRESH PORK AND PORK PRODUCTS

March 11, 1958		
Hams, skinned, 10/12	52	1cl lb.)
Hams, skinned, 12/14	49 1/2	
Hams, skinned, 14/16	49 1/2 @ 50	
Picnics, 4/6 lbs.	30 1/2	
Picnics, 6/8 lbs.	30	
Pork loins, boneless	70 @ 75	
Shoulders, 16/dn. loose	94	
(Job lots lb.)		
Pork livers	15 @ 15 1/2	
Tenderloins, fresh, 10's	78 @ 80	
Neck bones, bbl.	17 @ 18	
Ears, 30's	18	
Feet, sc. bbls.	15 @ 17	

CHGO. PORK SAUSAGE MATERIALS—FRESH

(To sausage manufacturers in job lots only)		
Pork trimmings,	40% lean, barrels	24 @ 24 1/2
Pork trimmings,	50% lean, barrels	26
Pork trimmings,	80% lean, barrels	39 1/2 @ 40
Pork trimmings,	95% lean, barrels	45
Pork head meat,		28
Pork cheek meat,	barrels	38 @ 38 1/2

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	\$15.75
Refined lard, 50-lb. fiber cubes, f.o.b. Chicago	15.25
Kettle rendered, 50-lb. tins, f.o.b. Chicago	16.75
Leaf, kettle rendered, tierces, f.o.b. Chicago	17.50
Lard flakes	17.50
Neutral tierces, f.o.b. Chicago	17.25
Standard shortening, N. & S. (del.)	21.75
Hydro. shortening, N. & S.	22.25

WEEK'S LARD PRICES

	P.S. or D.R. cash tierces (Bd. Trade)	Dry loose tierces (Open Mkt.)	Ref. in 50-lb. tins (Open Mkt.)
Mar. 7	12.57 1/2	12.00	14.25n
Mar. 10	12.70n	12.00n	14.25n
Mar. 11	12.55n	11.50n	14.00n
Mar. 12	12.50n	11.62 1/2n	14.00n
Mar. 13	12.50n	11.75n	14.00n

HOG MARGINS LITTLE CHANGED THIS WEEK

(Chicago costs, credits and realizations for Monday and Tuesday)

Shifts in pork prices in their relationship to live hog costs worked in favor of margins on light hogs this week, while tending to further broaden the minus margins on the two heavier classes. Changes in margins were insignificant, however, from those of last week.

	-180-220 lbs.—		-220-240 lbs.—		-240-270 lbs.—	
	Value	per cwt. alive	Value	per cwt. alive	Value	per cwt. alive
Lean cuts	\$14.38	\$20.49	\$13.72	\$19.11	\$13.52	\$18.85
Fat cuts, lard	6.20	8.85	6.27	8.84	5.89	8.01
Ribs, trimmings, etc.	2.54	3.65	2.58	3.35	2.19	3.07
Cost of hogs	\$20.62		\$21.00		\$20.71	
Condemnation loss	1.10		1.10		1.10	
Handling, overhead	1.65		1.50		1.35	
TOTAL COST	22.37	31.92	22.60	31.61	22.16	30.78
TOTAL VALUE	23.12	32.99	22.37	31.30	21.60	30.00
Cutting margin	+\$.75		-\$.23		-\$.56	
Margin last week	+.72		+.17		+.33	

PACIFIC COAST WHOLESALE PORK PRICES

	Los Angeles Mar. 11	San Francisco Mar. 11	No. Portland Mar. 11
FRESH PORK (Carcass) (Packer style)		(Shipper style)	(Shipper style)
80-120 lbs., U.S. No. 1-3	None quoted	\$36.00 @ 38.00	None quoted
120-180 lbs., U.S. No. 1-3	\$34.00 @ 36.50	34.00 @ 36.00	\$34.00 @ 35.00
FRESH PORK CUTS, No. 1:			
LOINS:			
8-10 lbs.	51.00 @ 56.00	56.00 @ 58.00	55.00 @ 58.00
10-12 lbs.	51.00 @ 56.00	58.00 @ 60.00	56.00 @ 58.00
12-16 lbs.	51.00 @ 56.00	54.00 @ 58.00	54.00 @ 56.00
PICNICS: (Smoked)		(Smoked)	(Smoked)
4-8 lbs.	35.00 @ 39.00	36.00 @ 40.00	38.00 @ 41.00
HAMS:			
12-16 lbs.	54.00 @ 59.00	56.00 @ 60.00	56.00 @ 63.00
16-18 lbs.	54.00 @ 59.00	54.00 @ 58.00	55.00 @ 60.00
BACON "Dry" Cure, No. 1:			
8-8 lbs.	47.00 @ 60.00	58.00 @ 62.00	52.00 @ 56.00
8-10 lbs.	46.00 @ 54.00	56.00 @ 60.00	51.00 @ 54.00
10-12 lbs.	45.00 @ 52.00	52.00 @ 58.00	48.00 @ 52.00
LARD, Refined:			
1-lb. cartons	19.00 @ 21.25	21.00 @ 22.00	17.00 @ 19.00
50-lb. cartons & cans.	16.50 @ 20.75	20.00 @ 21.00	None quoted
Tierces	16.25 @ 20.25	18.00 @ 20.00	14.00 @ 17.00

N. Y. FRESH PORK CUTS

March 11, 1958	
City	Box lots, cwt.
Pork loins, 8/12	\$52.00 @ 58.00
Pork loins, 12/16	52.00 @ 57.00
Hams, sknd., 10/14	54.00 @ 58.00
Boston butts, 4/8	42.00 @ 45.00
Regular picnics, 4/8	31.00 @ 34.00
Spareribs, 3/down	44.00 @ 48.00
(L.C.I. prices, cwt.)	
Pork loins, 8/12	50.00 @ 54.00
Pork loins, 12/16	50.00 @ 53.00
Hams, sknd., 12/14	52.00 @ 56.00
Boston butts, 4/8	40.00 @ 44.00
Picnics, 4/8	30.00 @ 33.00
Spareribs, 2/down	44.00 @ 47.00

N. Y. DRESSED HOGS

March 11, 1958	
(Heads on, leaf fat in)	
50 to 75 lbs.	\$82.50 @ 35.50
75 to 100 lbs.	32.50 @ 35.50
100 to 125 lbs.	32.50 @ 35.50
125 to 150 lbs.	32.50 @ 35.50

CHGO. WHOLESALE SMOKED MEATS

March 11, 1958	
Hams, skinned, 14/16 lbs., (Av.) wrapped	57
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	58
Hams, skinned, 16/18 lbs., wrapped	56 1/2
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	57 1/2
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped	48
Bacon, fancy sq. cut seed-leaves, 12/14 lbs., wrapped	45
Bacon, No. 1 sliced 1-lb. heat seal, self-service, pkg.	40.00

PHILA. FRESH PORK

March 11, 1958	
WESTERN DRESSED	
Reg. loins, 8-12	51 @ 53
Reg. loins, 12/16	50 @ 51
Boston butts, 4/8	42 @ 44
Spareribs, 3/down	45 @ 47
LOCALLY DRESSED	
Pork loins, 8/12	50 1/2 @ 56
Pork loins, 12/16	49 1/2 @ 55
Bellies, 10/12	35 @ 38
Spareribs, 3/down	37 1/2 @ 41
Spareribs, 3/5	35 @ 41
Skinned hams, 10/12	53 1/2 @ 58
Skinned hams, 12/14	51 @ 55
Picnics, 4/8	31 1/2 @ 37
Boston butts, 4/8	39 1/2 @ 44

HOG-CORN RATIOS

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Mar. 8, 1958 was 17.6, the U. S. Department of Agriculture has reported. This ratio compared with the 17.6 ratio for the preceding week and 12.9 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.170, \$1.146 and \$1.290 per bu. during the three periods, respectively.

BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Wednesday, March 12, 1958

BLOOD

Unground, per unit of ammonia, bulk 8.00n

DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose:

Low test 8.50n
Med. test 8.25n
High test 8.25n

PACKINGHOUSE FEEDS

Carlots, ton
50% meat, bone scraps, bagged \$100.00@105.00
50% meat, bone scraps, bulk 97.50@100.00
00% digester tankage, bagged 105.00@110.00
00% digester tankage, bulk 102.50@105.00
80% blood meal, bagged 110.00@115.00
Steam bone meal, bagged (specially prepared) 90.00
60% steam bone meal, bagged, 85.00@ 90.00n

FERTILIZER MATERIALS

Feather tankage, ground per unit ammonia \$5.25@5.50
Hoof meal, per unit ammonia \$5.75@6.00n

DRY RENDERED TANKAGE

Low test, per unit prot. 1.85n
Med. test, per unit prot. 1.80n
High test, per unit prot. 1.80n

GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton 25.00
Cattle jaws, feet (non-gel.), ton 11.00@15.00
Trim bone, ton 14.00@19.00
Pigskin (gelatine), cwt. 6.25@ 8.50
Pigskins, (rendering), piece 15@25

ANIMAL HAIR

Winter coil dried, per ton \$40.00
Summer coil dried, per ton \$25.00@30.00
Cattle switches, per piece 3@4
Winter processed (Nov.-March)
gray, lb. 9n
Summer processed (April-Oct.)
gray, lb. 5@6n

*Delivered, t.c.a.f. East. n—nominal. a—asked.

TALLOW and GREASES

Wednesday, March 12, 1958

Export and domestic buying inquiry at fractionally higher prices imparted a firm to strong undertone to the inedible tallow and grease market late last week.

On Thursday, bleachable fancy tallow sold at 7½@8c, prime tallow at 7½@7¾c, and special tallow at 7½@7½c, all c.a.f. Chicago. Additional tanks of prime tallow sold on Friday, last week, at 7¾c, and special tallow at 7½c, also delivered Chicago.

Yellow grease on Monday of the new week was bid at 7@7½c, c.a.f. Chicago. Continued buying interest was apparent on bleachable fancy tallow at 8½c, c.a.f. East, with offerings at 8¾c. The grease market was quiet on Monday.

A fair to good movement of edible tallow transpired on Tuesday at 11¾c, c.a.f. Chicago. Bleachable fancy tallow sold at 8c, c.a.f. Chicago, and the same material was bid at 8½@

8½c, c.a.f. New York. Original fancy tallow was bid at 8¾c, delivered New York, but it was held at 9c. Choice white grease, all hog, sold at 9½c, same delivery point, with additional tanks held ½c higher. Yellow grease was bid at 7¾@7¾c, and special tallow at 8@8½c, c.a.f. East. Buying interest was also evident on special tallow and B-white grease at 7½c, Chicago. B-white grease reportedly sold at 8¾c, delivered New York.

The market on material destined for Avondale, La., was extremely quiet throughout the week. A few more tanks of bleachable fancy tallow traded at 8c, and special tallow at 7½c, c.a.f. Chicago. Choice white grease, all hog, was bid at 9c, delivered New York, but it was held at 9¾c. Bleachable fancy tallow was bid at 8½@8½c, same destination, with offerings at 8¾c on regular production material.

TALLOW: Wednesday's quotations: edible tallow, 11c, f.o.b. River, and 11¾c, Chicago basis; original fancy tallow, 8¾c; bleachable fancy tallow, 8c; prime tallow, 7¾c; special

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tallow, 7½c; No. 1 tallow, 7¼c; and No. 2 tallow, 6¾c.

GREASES: Wednesday's quotations: choice white grease, not all hog, 7¼c; B-white grease, 7¼c; yellow grease, 7@7¼c; house grease, 6¼c; and brown grease, 6¾@6½c. Choice white grease, all hog, was quoted at 9¼c, c.a.f. East (last reported trade.)

EASTERN BY-PRODUCTS

New York, Mar. 12, 1958
Dried blood was quoted today at \$7@7.25 per unit of ammonia. Low test wet rendered tankage was listed at \$7@7.25 per unit of ammonia and dry rendered tankage was priced at \$1.65 per unit. of protein.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, MAR. 7, 1958

	Open	High	Low	Close	Prev. close
Mar.	15.73	15.73	15.55	15.66b	15.78b
May	15.70	15.75	15.61	15.72	15.77
July	15.50b	15.65	15.53	15.64	15.65
Sept.	15.10b	15.25	15.19	15.25b	15.23b
Oct.	14.85b	14.95	14.95	14.96b	14.88b
Dec.	14.92	14.95	14.92	14.93b	14.90b
Jan.	14.90b	.....	.....	14.90b	14.90b
Mar.	14.80b	14.97	14.97	14.80b	14.80b

Sales: 236 lots.

MONDAY, MAR. 10, 1958

	Open	High	Low	Close	Prev. close
Mar.	15.60	15.64	15.51	15.55	15.66b
May	15.85b	15.75	15.56	15.57	15.72
July	15.61	15.68	15.51	15.51b	15.64
Sept.	15.15b	15.26	15.17	15.17	15.25b
Oct.	14.85b	14.96	14.84	14.85	14.96b
Dec.	14.83b	.....	.....	14.83b	14.90b
Jan.	14.80b	.....	.....	14.80b	14.90b
Mar. ....	.....	.....	.....	14.81b	14.80b

Sales: 139 lots.

TUESDAY, MAR. 11, 1958

	Open	High	Low	Close	Prev. close
Mar.	15.50	15.50	15.30	15.48b	15.55
May	15.52b	15.63	15.41	15.62	15.57
July	15.45b	15.60	15.39	15.60	15.51b
Sept.	15.15b	15.28	15.10	15.26b	15.17
Oct.	14.85b	14.90	14.85	15.00b	14.85
Dec.	14.75b	14.97	14.80	14.98b	14.83b
Jan.	14.75b	.....	.....	14.95b	14.80b
Mar.	14.75b	14.99	14.99	14.90b	14.81b

Sales: 443 lots.

WEDNESDAY, MAR. 12, 1958

	Open	High	Low	Close	Prev. close
Mar.	15.57b	15.56	15.56	15.35b	15.48b
May	15.70	15.73	15.51	15.51b	15.62
July	15.70	15.70	15.47	15.48	15.60
Sept.	15.27b	15.38	15.15	15.15	15.26b
Oct.	15.10	15.10	14.98	15.00	15.00b
Dec.	14.95b	15.05	15.01	14.98b	14.98b
Jan.	14.95b	.....	.....	14.95b	14.95b
Mar.	14.90b	.....	.....	14.95b	14.90b

Sales: 160 lots.

VEGETABLE OILS

Wednesday, March 12, 1958

Crude cottonseed oil, f.o.b.	
Valley	13¼n
Southeast	13½n
Texas	13¼n
Corn oil in tanks, f.o.b. mills	14
Soybean oil, f.o.b. Decatur	11
Peanut oil, f.o.b. mills	16¾n
Coconut oil, f.o.b. Pacific Coast	13¾n
Cottonseed foots:	
Midwest and West Coast	1½@ 1½
East	1½@ 1½

OLEOMARGARINE

Wednesday, March 12, 1958

White dom. vegetable (30-lb. cartons)	27
Yellow quarters (30-lb. cartons)	28
Milk churned pastry (750 lbs., 30's)	24½@ 26
Water churned pastry (750 lbs., 30's)	23½@ 25
Bakers drums, ton lots	21¼

OLEO OILS

Wednesday, March 12, 1958

Prime oleo stearine (slack barrels)	12¼
Extra oleo oil (drums)	18¼@ 18¾
Prime oleo oil (drums)	18 @ 18¼

n—nominal, a—asked, b—bid, pd—paid.

HIDES AND SKINS

Most action in big packer hide market late Wednesday, at prices mostly steady—Small packer and country hides generally steady, with nominal quotations posted—Heavy calfskins lower in trading late last week, with lighter weights steady—Action spotty on sheepskins at mostly steady prices.

CHICAGO

PACKER HIDES: Upwards of 35,000 hides sold in late trading Wednesday of this week of which 15,000 were heavy native steers at steady prices, 9c for Rivers and 9½c for low-freight points. About 5,000 butt-brands and Colorados also moved at 7½c and 7c, respectively, both steady. Heavy native cows sold steady at 11c for Rivers and 11½c for Northerns. One selection sold below list; 5,000 branded cows at 9¼c, or ¼c lower. Texas steers sold steady at 7½c, and Tuesday, southwestern branded cows sold steady at 10½c.

SMALL PACKER AND COUNTRY HIDES: Small packer hides remained unchanged from last week. The 60-lb. average was quoted at 9c nominal, and the 50-lb. at 12c nominal. Calfskins, all weights, were quoted at 29c nominal, as were kipskins, all weights, at 25c.

CALFSKINS AND KIPSKINS: Last Thursday's volume of 30,000 calfskins sold 2½c off list for the heavies and steady for the lighter weights. Northern 10/15's sold at 42½c, while the 10/downs were unchanged at 40c. Northern kipskins, 15/25's were quoted at 35c, and the 25/30's at 33c, both nominal.

SHEEPSKINS: Variable activity transpired in sheepskins, some producers finding the market active, with a range of buying interest. No. 1 shearlings sold at 1.60@2.75. No. 2's at 1.25@1.70, and No. 3's at .60@.90. Fall clips ranged from 2.25 @3.50, and dry pelts were quoted nominally at .21@.22.

EDIBLE OIL SHIPMENTS

Shipments of shortening and edible oils, as reported to the Institute of Shortening and Edible Oils, totaled 410,956,000 lbs. in January. Of this volume, 186,852,000 lbs., or 45.5 per cent were shortening and other hydrogenated oils and 112,606,000 lbs., or 27.4 per cent were salad and cooking oils. Shipments of oleomargarine and/or fats totaled 111,498,000 lbs.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Wednesday, Mar. 12, 1958	Cor. date 1957
Lgt. native steers	15¼@16n	14¾n
Hvy. nat. steers	9 @ 9¼	0
Ex. lgt. nat. steers	18¼@19n	18
Butt-brand, steers	7½	7½
Hvy. Texas steers	7½n	8
Light Texas steers	11¼n	11n
Ex. lgt. Texas steers	15¼n	15n
Heavy native cows	11 @11¼	10 @10¼
Light nat. cows	14¼@17n	15 @16
Branded cows	9¼@10¼	8¼@ 9¼
Native bulls	7½n	7 @ 8n
Branded bulls	6¾n	7n
Calfskins:		
Northern, 10/15 lbs.	42½n	45 @47¼
10 lbs./down	40n	37½
Kips, Northern native, 15/25 lbs.	35n	31

SMALL PACKER HIDES

STEERS AND COWS:		
60 lbs. and over	9n	8¼n
50 lbs.	12n	11 @11¾n

SMALL PACKER SKINS

Calfskins, all wts.	29n	28 @30
Kipskins, all wts.	25n	21 @23

SHEEPSKINS

Packer shearlings:		
No. 1	1.60@2.75	2.00@2.30
Dry Pelts	21@22n	2n
Horsehides, untrim.	7.75@8.25n	8.50@9.00
Horsehides, trim.	7.25@7.75n	7.50@8.00

N. Y. HIDE FUTURES

FRIDAY, MAR. 7, 1958

	Open	High	Low	Close
Apr.	12.90b	12.91	12.85	12.70b-80n
July	12.95b	13.03	12.95	12.85b-90n
Oct.	13.05b	.....	.....	12.95b-13.00n
Jan. ....	.....	.....	.....	13.00n

Sales: 14 lots.

	Open	High	Low	Close
July	13.35	13.40	13.33	13.25b-30n
Oct.	13.48b	.....	.....	13.40b-50n
Jan.	13.65b	13.68	13.68	13.60b-65n
Apr.	13.85b	.....	.....	13.80b-90n

Sales: 17 lots.

MONDAY, MAR. 10, 1958

	Open	High	Low	Close
Apr.	12.60b	.....	.....	12.62b-60n
July	12.80b	12.90	12.80	12.80b-85n
Oct.	12.90b	.....	.....	12.90b-13.00n
Jan. ....	.....	.....	.....	12.95n

Sales: six lots.

	Open	High	Low	Close
July	13.15b	13.29	13.20	13.20
Oct.	13.30b	13.37	13.35	13.35b-40n
Jan. ....	.....	.....	.....	13.35b-58n
Apr.	13.65b	.....	.....	13.75b-68n

Sales: eight lots.

TUESDAY, MAR. 11, 1958

	Open	High	Low	Close
Apr.	12.60b	12.70	12.60	12.60
July	12.80b	12.90	12.88	12.85b-90n
Oct.	12.95b	.....	.....	12.95b-13.15n
Jan. ....	.....	.....	.....	13.00n

Sales: 15 lots.

	Open	High	Low	Close
July	13.15b	.....	.....	13.25b-35n
Oct.	13.30b	13.53	13.50	13.50
Jan.	13.50b	.....	.....	13.70b-80n
Apr.	13.20b	14.02	14.00	14.00

Sales: 15 lots.

WEDNESDAY, MAR. 12, 1958

	Open	High	Low	Close
Apr.	12.50b	12.90	12.60	12.80b-90n
July	12.80b	13.10	12.85	13.05b-14n
Oct.	12.90b	.....	.....	13.20b-35n
Jan. ....	.....	.....	.....	13.25n

Sales: 15 lots.

	Open	High	Low	Close
July	13.15b	13.44	13.40	13.41b-45n
Oct.	13.30b	.....	.....	13.60b-70n
Jan.	13.50b	.....	.....	13.80b-95n
Apr.	13.75b	.....	.....	14.00b-10n

Sales: 26 lots.

THURSDAY, MAR. 13, 1958

	Open	High	Low	Close
Apr.	12.80b	12.90	12.85	12.85
July	13.12	13.19	13.12	13.12
Oct.	13.35	13.37	13.35	13.37
Jan. ....	.....	.....	.....	13.40n

Sales: 13 lots.

	Open	High	Low	Close
July	13.42b	.....	.....	13.40b-50n
Oct.	13.65b	13.70	13.70	13.60b-75n
Jan.	13.85b	.....	.....	13.80b-95n
Apr.	14.10b	.....	.....	14.00b-20n

Sales: two lots.

LIVESTOCK MARKETS...Weekly Review

Says By-Passing Of Central Mart Hurts Stock Producer

Declaring that livestock is the farmer's greatest source of cash income, Gilbert Novotny, newly elected head of the St. Louis National Stock Yards Company, called on producers and feeders to protect their markets by insisting that their stock be sold on a competitive basis.

Addressing the 36th annual meeting of the Producers Live Stock Marketing Association in St. Louis recently, Novotny charged that all methods of selling livestock except the time-proven central market system have one thing in common—they tend to lessen buying competition and thereby weaken the seller's long-range position.

"It is a mistake," he said "to refer to many of the 'back-yard' methods of disposing of livestock as ways of 'marketing.' Rather, they are merely different ways in which an owner may sell his livestock at a price, about which he has little to say.

"Our confidence in the future of the live stock industry and in the public terminal market as the most effective way of selling stock is best exemplified by the continuing of our improvement and modernization program started a number of years ago," Novotny said.

"At National Stock Yards we have a concentration of livestock for sale and a concentration of buyers for the animals. More than 40 meat packing-houses operating in metropolitan St. Louis produce an estimated billion pounds of meat annually. In addition to purchases by local packers, animals are obtained on the market by slaughterers located in virtually every state.

Corn Belt January Feeder Cattle Run 35% Above 1957

Movement of stocker and feeder cattle into the nine Corn Belt states in January was one of the largest for the month in years. The run totaled 340,566 head for about a 35 per cent increase over last year's 251,532 head for the same period. Iowa received the largest number of cattle, 130,543 head as against 99,532 last year.

Corn Belt receipts of stocker and feeder sheep and lambs at 143,926 head were down about 40 per cent from last year's January run of 200,514 head. Iowa was the largest taker, with 53,505 head, or much fewer than the 90,544 received by the state's feeders last year.

Arizona Livestock Board

A bill to increase the membership of the Arizona state livestock sanitary board from three to five members was passed by the Arizona house of representatives and sent to the state senate. The measure would require that two of the new members come from the range cattle growing industry and one each from the meat packing, dairy and cattle feeding industries.

Texas Steer Brings \$10,000

The grand champion steer of the Houston Fat Stock Show, a Hereford, shown by J. P. Dodgen of Llano, Tex., brought \$10,000 to its youthful exhibitor. The animal was bought by Lone Star Brewing Company of San Antonio. The reserve champion, an Angus, sold to Sonny Look, a Houston restaurant owner, for \$3,500. The steer was shown by Eugene Duren of Goldthwaite, Tex.

Montana, Florida First In Total 1958 ANLAA Listing

Two widely separated states, Montana and Florida, each leaders in livestock marketing, became the first states in 1958 to enroll all the member markets of their respective state associations in the American National Livestock Auction Association, it was announced by C. T. 'Tad' Sanders, executive secretary.

The Montana association has 12 member markets, and the Florida group has 12 member markets. The 12 Montana markets are the total licensed livestock auction markets in that state.

State beef councils in both Montana and Florida are also the most active among the states engaged in aggressive programs promoting the sale and consumption of beef. In each instance the livestock auction markets provide equal representation and leadership in their respective state beef councils.

ST. LOUIS HOGS IN FEB.

Hog receipts, weights and range of prices at the St. Louis NSY, as reported by H. L. Sparks & Co.:

	February—1958	1957
Hogs received	198,079	262,318
Highest top price	\$21.50	\$19.25
Lowest top price	20.00	17.25
Average price	20.19	17.30
Average weight, lbs.	221	222

O'Dea Elected To Denver LCI

John O'Dea, executive secretary of the Denver Livestock Exchange, was elected chairman of the Denver area committee of Livestock Conservation, Inc., at the group's annual meeting. Dave Rice was named vice-chairman. George McLellen was selected as secretary.



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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, March 8, 1958, as reported to the National Provisioner:

CHICAGO
Armour, 11,247 hogs; shippers, 7,684 hogs; and others, 18,318 hogs.
Totals: 20,134 cattle, 549 calves, 37,249 hogs and 2,782 sheep.

KANSAS CITY
Cattle Calves Hogs Sheep
Armour... 1,811 143 1,778 845
Swift... 2,082 407 2,758 1,643
Wilson... 1,397 ... 3,869 ...
Butchers... 2,515 49 2,072 1,049
Others... 159 ... 2,010 3,000
Totals... 7,964 599 12,487 6,592

OMAHA
Cattle Calves Hogs Sheep
Armour... 4,792 5,586 1,805
Cudahy... 2,960 4,931 2,103
Swift... 3,539 3,636 3,112
Wilson... 3,244 4,232 1,159
Neb. Beef... 699 ...
Am. Stores... 1,473 ...
Cornhusker... 947 ...
O'Neill... 648 ...
R. & C... 774 ...
Gr. Omaha... 543 ...
Rothschild... 1,228 ...
Roth... 945 ...
Kings... 991 ...
Omaha... 366 ...
Union... 1,206 ...
Others... 783 9,690
Totals... 25,488 28,075 8,229

N. S. YARDS
Cattle Calves Hogs Sheep
Armour... 1,773 566 10,457 927
Swift... 2,754 948 12,089 1,465
Hunter... 643 ... 2,829 ...
Hill... ... 1,569 ...
Krey... ... 3,043 ...
Totals... 5,170 1,514 29,987 2,392

SIOUX CITY
Cattle Calves Hogs Sheep
Armour... 2,075 2 2,014 1,637
Swift... 2,599 ... 3,966 1,549
S.C. Dr... 4,710 ...
Beef... ... 5,369 ...
S.C. Dr... 945 ...
Raskin... 244 ...
Butchers... 8,850 51 15,164 1,711
Others... 17,048 53 28,513 4,897
Totals... 17,048 53 28,513 4,897

WICHITA
Cattle Calves Hogs Sheep
Cudahy... 920 137 2,917 ...
Dunn... 92 ...
Sunflower... 27 ...
Armour... 84 ... 520 ...
Dold... 79 ... 434 ...
Excel... 589 ... 668 ...
Swift... ... 63 648
Others... 1,066 ...
Totals... 2,857 167 3,414 1,838

OKLAHOMA CITY
Cattle Calves Hogs Sheep
Armour... 648 8 896 534
Wilson... 1,061 82 783 1,058
Others... 2,067 ... 1,510 ...
Totals... 3,776 90 2,689 1,587
*Do not include 909 cattle, 127 calves, 8,244 hogs and 496 sheep direct to packers.

LOS ANGELES
Cattle Calves Hogs Sheep
Cudahy... 163 ...
Swift... 11 ...
Wilson... 6 ...
Atlas... 591 ...
Ideal... 366 ...
United... 294 ... 387 ...
Goldring... 270 ...
Gr. West... 269 ...
Klubnikin... 253 89 ...
Ame... 214 ...
Cowl... 212 ...
Quality... 890 ...
Others... 1,023 45 499
Totals... 3,708 134 1,049

MILWAUKEE
Cattle Calves Hogs Sheep
Packers... 1,866 4,561 4,108 18
Butchers... 3,065 1,492 343 196
Totals... 4,931 6,053 4,451 214

DENVER
Cattle Calves Hogs Sheep
Armour... 465 ... 3,896
Swift... 554 20 3,059 8,985
Cudahy... 575 12 3,806 100
Wilson... 1,033 ... 5,797
Others... 8,619 46 3,443 744
Totals... 9,949 78 10,310 19,502

ST. PAUL
Cattle Calves Hogs Sheep
Armour... 5,202 2,659 15,069 1,406
Bartusch... 1,037 ...
Rifkin... 867 20 ...
Superior... 1,532 ...
Swift... 4,632 2,325 21,681 2,273
Others... 3,692 3,049 8,398 2,112
Totals... 16,962 8,062 45,748 5,791

FORT WORTH
Cattle Calves Hogs Sheep
Armour... 250 370 646 1,989
Swift... 270 243 694 4,586
Rosenthal... 35 3 86
Totals... 555 616 1,343 6,661

CINCINNATI
Cattle Calves Hogs Sheep
Schlacher... 175 46 ...
Others... 3,289 856 13,060 385
Totals... 3,464 902 13,060 385

TOTAL PACKER PURCHASES
Week ended Mar. 8 week 1957
Cattle... 122,456 136,292 144,739
Hogs... 214,975 223,848 261,337
Sheep... 60,570 72,407 59,481

CORN BELT DIRECT TRADING

Des Moines, Mar. 12—Prices on hogs at 13 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the USDA:

Barrows, gilts, U.S. No. 1-S:
180/200 lbs. \$19.25@21.00
200/220 lbs. 20.25@21.50
220/240 lbs. 19.85@20.95
240/270 lbs. 19.15@20.55
270/300 lbs. 18.50@19.95
Sows, U.S. No. 1-S:
270/330 lbs. 18.25@19.40
330/400 lbs. 17.80@18.90
400/550 lbs. 16.60@18.40

Corn Belt hog receipts, as reported by the USDA:

	This week est.	This week actual	Last year actual
Mar. 6	64,500	84,500	71,500
Mar. 7	49,000	47,500	74,500
Mar. 8	20,000	89,500	36,500
Mar. 9	70,500	89,000	90,000
Mar. 11	53,500	53,000	74,000
Mar. 12	55,000	62,000	59,500

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Wednesday, Mar. 12 were as follows:

CATTLE:
Cwt.
Steers, choice \$27.50@29.00
Steers, gd. & ch. 24.00@27.50
Heifers, gd. & ch. 24.00@26.50
Cows, util. & com'l. 17.00@19.00
Cows, can. & cut. 13.00@17.00
Bulls, util. & com'l. 20.00@22.50
Bulls, can. & cut. 17.00@20.00
VEALERS:
Choice & prime 30.00@31.00
Good & choice 24.00@30.50
Calves, good 21.00@23.00
HOGS, U.S. No. 1-S:
140/160 lbs. 17.00@18.50
160/180 lbs. 18.50@20.75
180/200 lbs. 20.75@21.50
200/220 lbs. 21.00@21.65
220/240 lbs. 21.00@21.50
240/270 lbs. 20.50@21.00
270/300 lbs. 20.25@20.75
Sows, U.S. No. 1-S:
180/330 lbs. 19.25@20.00
330/450 lbs. 18.50@19.25
LAMBS:
Good & choice 22.00@24.00
Utility & good 18.00@22.00

WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Mar. 8, 1958 (totals compared) was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	14,223	13,551	70,067	46,770
Baltimore, Philadelphia	8,469	1,454	31,066	3,889
Chic., Cleve., Detroit, Indpls.	17,856	6,775	121,818	12,960
Chicago Area	20,716	9,161	51,023	5,362
St. Paul-Wis. Areas ²	27,599	25,979	97,106	11,290
St. Louis Area ³	11,053	2,853	74,976	4,280
Sioux City-So. Dak. Area ⁴	17,684	...	58,666	12,110
Omaha Area ⁵	29,674	752	71,681	15,600
Kansas City	9,436	1,161	27,149	6,406
Iowa-So. Minnesota ⁶	25,636	13,396	258,435	29,971
Louisville, Evansville, Nashville, Memphis	8,793	7,465	62,216	...
Georgia-Alabama Area ⁷	4,505	2,309	26,566	...
St. Joseph, Wichita, Okla. City	15,047	1,542	45,970	9,423
Ft. Worth, Dallas, San Antonio	7,888	4,327	17,850	14,300
Denver, Ogden, Salt Lake City	10,377	368	14,554	24,400
Los Angeles, San Fran. Areas ⁸	20,625	3,070	22,561	22,891
Portland, Seattle, Spokane	5,800	280	13,322	...
Grand totals	261,381	93,943	1,065,026	222,181
Totals same week 1957	304,361	107,741	1,173,343	217,101

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Esterville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan, and Montgomery, Ala. ⁸Albany, Atlanta, Moultrie, Thomasville and Tifton, Ga. ⁹Includes Los Angeles, San Francisco, Sacramento, Francisco, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs, and lambs at 11 leading markets in Canada during the week ended Mar. 1 compared with the same week in 1957 was reported to the Provisioner by the Canadian Department of Agriculture as follows:

Stockyards	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	1958	1957	1958	1957	1958	1957	1958	1957
Toronto	\$21.69	\$18.50	\$32.17	\$27.50	\$29.50	\$30.25	\$24.12	\$22.17
Montreal	22.40	20.00	30.65	26.00	29.50	29.15	19.00	18.00
Winnipeg	20.50	17.75	30.61	27.00	28.08	28.79	21.00	18.81
Calgary	20.55	16.45	23.55	20.15	26.40	26.75	19.05	18.21
Edmonton	18.30	16.50	27.50	24.80	27.15	27.05	21.00	18.89
Lethbridge	19.60	16.75	22.00	17.75	26.75	26.50	20.00	17.50
Fr. Albert	18.75	16.40	26.50	24.50	26.00	26.50	19.35	17.35
Moose Jaw	19.30	16.25	23.00	23.65	26.00	26.50	...	...
Saskatoon	19.30	16.50	27.00	25.00	26.00	26.50	20.60	16.60
Regina	19.00	16.25	25.00	22.50	26.25	26.75	...	16.50
Vancouver	19.00	...	23.90	23.90	...	...	...	...

*Canadian government quality premium not included.

SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, Tifton, Georgia; Dothan, Alabama and Jacksonville, Florida during the week ended March 7:

	Cattle	Calves	Hog
Week ended March 7	2,533	942	14,116
Week previous (five days)	1,941	1,340	13,449
Corresponding week last year	2,760	865	20,363

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph on Wednesday, Mar. 12 were as follows:

CATTLE:
Cwt.
Steers, ch. & pr. \$27.50@31.50
Steers, gd. & ch. 24.00@27.50
Heifers, gd. & ch. 24.00@26.50
Cows, util. & com'l. 17.00@20.00
Cows, can. & cut. 14.00@17.00
Bulls, util. & com'l. 20.00@21.00
VEALERS:
Good & choice 24.00@28.00
Calves, gd. & ch. 24.00@28.00
HOGS, U.S. No. 1-S:
180/200 lbs. 21.00@21.75
200/220 lbs. 21.00@21.20
220/240 lbs. 21.00@21.75
240/270 lbs. 20.75@21.50
Sows, U.S. No. 1-S:
270/400 lbs. 19.50@20.00
LAMBS:
Good & choice 21.00@22.50
Utility & good 20.00@21.50

LIVESTOCK PRICES AT SIOUX CITY

Livestock prices at Sioux City on Wednesday, Mar. 12 were as follows:

CATTLE:
Cwt.
Steers, prime None quoted
Steers, choice \$26.75@28.00
Steers, good 23.50@26.00
Heifers, choice 25.00@27.00
Cows, util. & com'l. 22.50@24.50
Cows, can. & cut. 14.50@16.25
Bulls, util. & com'l. 18.00@20.00
Bulls (good, beef) None quoted
HOGS, U.S. No. 1-S:
180/200 lbs. 21.00@21.50
200/220 lbs. 21.00@21.75
220/240 lbs. 20.85@21.75
240/270 lbs. 20.50@21.50
Sows, U.S. No. 1-S:
300/400 lbs. 19.00@19.75
400/550 lbs. 18.00@19.00
LAMBS:
Good & ch. (woolled) 21.50@22.00
Good & ch. (shorn) 21.00@22.50

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER showing the number of livestock slaughtered at 13 centers for the week ended March 8, 1958, compared:

CATTLE

	Week ended	Prev. week	Cor.
	Mar. 8 week	1957	
Chicago	29,134	19,444	23,717
Kan. City	8,563	11,280	14,621
Omaha	23,992	24,167	25,541
N. S. Yards	6,684	6,967	8,351
St. Joseph	10,231	10,231	9,500
St. Paul	11,527	11,443	12,572
Wichita	2,221	3,021	3,273
New York			
Jer. City	12,677	12,491	13,803
Okl. City	4,902	5,105	6,624
Cincinnati	3,364	3,582	4,062
Denver	11,183	14,760	11,850
St. Paul	13,270	12,978	15,438
Milwaukee	4,923	5,773	4,875
Totals	123,440	141,242	154,566

HOGS

Chicago	29,565	28,947	31,310
Kan. City	12,487	11,991	15,569
Omaha	42,683	38,296	46,574
N. S. Yards	29,987	31,217	51,050
St. Joseph	20,512	24,714	
St. Paul	26,890	20,796	18,247
Wichita	11,892	10,114	10,746
New York			
Jer. City	54,210	52,227	64,018
Okl. City	10,933	9,755	11,611
Cincinnati	11,440	10,323	12,510
Denver	10,184	7,745	12,408
St. Paul	37,530	38,438	39,479
Milwaukee	4,431	4,519	3,968
Totals	282,052	284,880	342,204

SHEEP

Chicago	2,782	3,785	3,302
Kan. City	6,592	5,179	3,253
Omaha	10,036	11,796	9,017
N. S. Yards	2,392	2,882	4,624
St. Joseph	7,564	5,661	
St. Paul	2,226	2,837	3,244
Wichita	1,188	1,478	1,469
New York			
Jer. City	34,444	35,894	36,763
Okl. City	2,082	1,632	3,508
Cincinnati	66	212	
Denver	18,847	27,555	15,178
St. Paul	3,679	5,258	3,113
Milwaukee	214	1,235	611
Totals	54,548	107,095	89,955

*Cattle and calves, including inspected slaughter, stockyards sales for local slaughter, including receipts for local slaughter, including directs.

CANADIAN KILL

Inspected slaughter of livestock in Canada for week ended March 1:

	Week ended	Same week
	Mar. 1	1957
CATTLE		
Western Canada	16,922	17,627
Eastern Canada	17,672	16,734
Totals	34,594	34,361
HOGS		
Western Canada	55,122	39,827
Eastern Canada	68,404	51,245
Totals	123,526	91,072
All hog carcasses		
graded	134,578	99,812

SHEEP

Western Canada	3,113	3,730
Eastern Canada	2,767	3,116
Totals	5,880	6,846

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st. New York market for week ended Mar. 8:

	Cattle	Calves	Hogs	Sheep
Salable	241	35	...	...
Total (incl. directs)	2,949	166	17,446	8,345
Prev. wk.	178	34	...	...
Salable	178	34	...	...
Total (incl. directs)	3,150	287	19,792	8,011

*Including hogs at 31st street.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Mar. 6..	1,576	137	7,863	1,749
Mar. 7..	564	122	8,448	180
Mar. 8..	74	12	1,162	70
Mar. 10..	16,791	162	8,558	3,556
Mar. 11..	6,500	200	12,000	1,000
Mar. 12..	14,000	200	8,500	1,500

*Week so far .. 36,291 562 29,058 6,056

Wk. ago 37,498 600 32,294 6,338

Yr. ago 44,884 782 26,885 6,416

*Including 5,522 hogs direct to packers.

SHIPMENTS

Mar. 6..	3,150	55	921	910
Mar. 7..	1,509	75	1,597	83
Mar. 8..	117	...	673	206
Mar. 10..	5,162	1	1,976	653
Mar. 11..	3,000	...	1,500	400
Mar. 12..	5,000	...	1,500	1,000

Week so far .. 13,162 4976 2,053

Wk. ago 15,318 143 4,493 3,737

Yr. ago 17,893 27 4,066 2,799

MARCH RECEIPTS

1958	1957
Cattle	76,141 75,859
Calves	1,433 2,147
Hogs	80,137 73,699
Sheep	12,654 16,820

MARCH SHIPMENTS

1958	1957
Cattle	33,676 36,302
Hogs	12,928 11,863
Sheep	7,711 6,761

CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., Mar. 12:

	Week ended	Week ended
	Mar. 12	Mar. 5
Packers' purch.	27,620	26,517
Shippers' purch.	8,537	7,955
Totals	36,096	34,472

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Mar. 7, with comparisons:

	Cattle	Hogs	Sheep
Week to date	217,000	399,000	111,000
Previous week	249,000	389,000	143,000
Same wk. 1957	243,000	418,000	128,000
Totals, 1958	2,323,000	3,981,000	1,168,000
Totals, 1957	2,580,000	4,400,000	1,529,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended March 7:

	Cattle	Calves	Hogs	Sheep
Los Ang.	3,750	185	1,125	35
N. P. land	2,075	275	1,575	875
San Fran.	180	15	550	240

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Wednesday, Mar. 12 were as follows:

	Cwt.
CATTLE:	
Steers, choice	\$28.00 only
Steers, gd. & ch.	24.00@27.50
Steers, stand. & gd.	21.00@23.50
Heifers, gd. & ch.	22.00@26.00
Cows, util. & com'l.	17.00@18.50
Cows, can. & cut.	18.50@17.50
Bulls, util. & com'l.	20.00@21.50
VEALERS:	
Choice & prime	30.00@32.00
Good & choice	26.00@30.00
Calves, gd. & ch.	21.00@26.00
HOGS, U.S. No. 1-3:	
160/180 lbs.	None quoted
180/200 lbs.	21.00@21.25
200/220 lbs.	21.00@21.25
220/240 lbs.	21.00@21.25
240/270 lbs.	20.50@20.75
Sows, U.S. No. 1-3:	
300/400 lbs.	18.00@18.50
450/600 lbs.	17.50@18.00
LAMBS:	
Choice & prime	24.00@26.00
Utility & good	18.00@22.00

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Mar. 11 were reported by the Agricultural Marketing Service, Livestock Division, as follows:

	N.S. Yds.	Chicago	Kansas City	Omaha	St. Paul
HOGS (Includes Bulk of Sales):					
BARROWS & GILTS:					
U.S. No. 1-3:					
120-140	lbs., \$17.50-18.75	None qtd.	None qtd.	None qtd.	None qtd.
140-160	lbs., 18.50-19.75	None qtd.	None qtd.	None qtd.	\$19.25-19.75
160-180	lbs., 19.50-20.75	\$18.00-20.25	\$19.25-20.00	\$19.00-20.50	19.50-20.75
180-200	lbs., 20.50-21.00	19.75-21.25	20.25-21.00	20.00-21.50	20.50-21.50
200-220	lbs., 20.50-21.10	20.50-21.25	20.50-21.00	20.75-21.50	20.50-21.50
220-240	lbs., 20.50-21.00	20.50-21.25	20.50-21.00	20.50-21.50	20.25-21.50
240-270	lbs., 20.00-21.00	20.50-20.85	20.25-21.00	20.25-21.25	19.75-21.50
270-300	lbs., 19.75-20.50	20.00-20.60	19.75-20.50	19.75-20.50	19.50-21.00
300-330	lbs., None qtd.	19.75-20.25	None qtd.	19.50-20.00	None qtd.
330-360	lbs., None qtd.	None qtd.	None qtd.	19.00-19.50	None qtd.
Medium:					
160-220	lbs., 19.00-20.00	17.50-20.25	18.75-20.00	None qtd.	19.00-20.00
SOWS:					
U.S. No. 1-3:					
180-270	lbs., None qtd.	None qtd.	19.50 only	None qtd.	18.75-19.00
270-300	lbs., 19.50 only	None qtd.	19.25-19.50	19.00-19.25	18.75-19.00
300-330	lbs., 19.50 only	19.25-19.50	19.25-19.50	19.00-19.25	18.50-18.75
330-360	lbs., 19.25-19.50	19.00-19.50	19.00-19.25	19.00-19.25	18.50-18.75
360-400	lbs., 19.00-19.50	18.75-19.25	19.00-19.25	18.75-19.00	18.25-18.50
400-450	lbs., 18.75-19.25	18.50-19.00	18.50-19.00	18.50-19.00	18.00-18.25
450-550	lbs., 18.25-19.00	17.75-18.75	18.25-18.75	18.00-18.75	17.75-18.00
Boars & Stags,					
all wts. . . 14.50-15.50 14.00-15.50 14.50-15.50 13.50-14.50 None qtd.					
SLAUGHTER CATTLE & CALVES:					
STEERS:					
Prime:					
700-900	lbs., None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
900-1100	lbs., None qtd.	30.50-35.50	None qtd.	31.00-34.00	None qtd.
1100-1300	lbs., 30.00-31.00	33.50-37.00	None qtd.	32.00-36.00	None qtd.
1300-1500	lbs., None qtd.	33.50-37.00	None qtd.	31.00-33.00	None qtd.
Choice:					
700-900	lbs., 26.75-30.00	27.50-30.50	25.00-28.00	26.50-30.00	26.00-28.00
900-1100	lbs., 27.00-30.00	28.00-33.00	26.00-28.00	26.00-30.50	26.00-28.00
1100-1300	lbs., 27.00-30.00	28.25-33.50	26.00-28.00	26.00-30.50	26.00-28.00
1300-1500	lbs., 27.00-30.00	28.25-33.50	26.00-28.00	26.00-30.50	26.00-28.00
Good:					
700-900	lbs., 23.75-27.00	25.00-28.00	24.00-26.00	24.00-26.00	23.50-26.00
900-1100	lbs., 24.00-27.00	25.25-28.25	24.00-26.00	23.50-26.75	23.00-26.00
1100-1300	lbs., 24.00-27.00	25.25-28.25	24.00-26.00	23.50-26.75	23.00-26.00
Standard,					
all wts. . . 21.00-24.00 23.00-25.25 21.00-23.00 20.25-23.00 19.00-22.00					
Utility,					
all wts. . . 18.00-21.50 20.50-23.00 19.50-21.00 19.00-20.25 17.50-19.00					
HEIFERS:					
Prime:					
600-800	lbs., None qtd.	None qtd.	None qtd.	None qtd.	None qtd.
800-1000	lbs., None qtd.	28.25-30.00	None qtd.	None qtd.	None qtd.
Choice:					
600-800	lbs., 26.50-28.50	25.25-28.25	25.00-27.00	26.00-27.50	25.00-26.00
800-1000	lbs., 26.00-28.50	25.75-28.75	25.00-27.00	26.00-27.50	25.00-26.00
Good:					
500-700	lbs., 23.50-26.50	23.00-25.00	23.00-25.00	23.00-25.50	22.50-25.00
700-900	lbs., 23.00-26.50	23.75-25.75	23.00-25.00	23.00-25.50	22.50-25.00
Standard,					
all wts. . . 20.00-23.50 21.00-23.75 20.00-23.00 19.50-23.00 18.00-21.50					
Utility,					
all wts. . . 17.50-20.50 18.50-21.00 18.00-20.00 18.00-19.50 16.50-18.00					
COWS:					
Commercial,					
all wts. . . 18.50-19.50 18.00-19.00 19.00-20.00 17.50-19.25 18.00-19.00					
Utility,					
all wts. . . 17.00-18.50 16.50-18.00 16.50-19.00 16.50-17.50 16.50-18.00					
Can. & cut.,					
all wts. . . 12.50-17.50 14.50-17.00 14.00-16.00 14.50-16.50 14.00-16.00					
BULLS (Yr. Excl., All Weights:					
Good None qtd. None qtd. None qtd. None qtd. None qtd.					
Commercial 20.00-21.00 22.00-22.50 None qtd. 20.00-21.50 17.50-19.00					
Utility 19.00-20.00 20.00-22.00 None qtd. 18.50-20.00 19.00-21.50					
Cutter 15.00-19.50 18.50-20.00 None qtd. 17.50-18.50 19.00-21.50					
VEALERS (All Weights:					
Ch. & pr. 26.00-31.00 31.00-32.00 27.00-28.00 29.50-30.50 26.00-30.00					
Stand. & gd. 17.00-26.00 21.00-31.00 20.00-27.00 23.00-29.00 17.00-26.00					
CALVES (500 Lbs. Down):					
Ch. & pr. 24.00-27.00 25.00-27.00 24.00-26.00 None qtd. 22.00-25.00					
Stand. & gd. 18.00-24.00 21.00-25.00 20.00-24.00 None qtd. 14.00-22.00					
SHEEP & LAMBS:					
LAMBS (110 Lbs. Down):					
Ch. & pr. 22.75-24.00 24.00 only None qtd. None qtd. None qtd.					
Gd. & ch. 22.00-23.25 22.00-23.25 None qtd. 22.25-23.50 23.50-23.75					
LAMBS (Shorn):					
Ch. & pr. 22.00-23.00 None qtd. 23.75 only None qtd. None qtd.					
Gd. & ch. 21.50-22.50 22.00-22.25 21.50-23.75 23.00 only 22.50 only					
EWES:					
Gd. & ch. 8.50-10.50 8.50-10.00 8.50-9.50 8.00-11.00 8.00-11.00					
Cull & util. 8.50-8.50 6.50-8.50 7.50-8.50 5.00-8.00 6.50-8.50					

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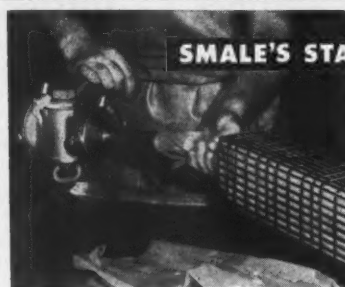
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PACKINGHOUSE MANAGER

28 years' practical experience in all phases of packinghouse management and operations, livestock buying through sales. Have the know-how to give you efficient, profitable results. W-114, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES: 25 years' experience in all phases. Last 10 years chain store selling, managing and training. Large account salesman. East Coast Preferred, but will move. W-101, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

CATTLE BUYER or BEEF MAN: Experience in buying, cooler and plant operations. Working knowledge of pork products. Animal Science degree. Age 33, married. W-102, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Thoroughly experienced provision and canned meat salesman, good following with wholesalers and chains in metropolitan New York area. Desires change. W-108, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

SUPERVISOR: 30 years' experience—kill, cut, cure, smoking, sausage, beef fabrication. Will relocate. References. Very capable. W-104, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERINTENDENT: 30 years' experience in all departments. Will consider position as pork kill or cut foreman. Will relocate anywhere. W-105, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED

ASSISTANT TO PRESIDENT: Desire position as assistant to president. Have had wide experience in every phase of packinghouse operations, including killing of all species, packaging, rendering, sausage, smoked meats, application of new equipment for cost reduction, Engineering and layout, handling labor. Now employed by large independent packer. Desire to change. Personal. Can explain. W-100, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERINTENDENT: Hog kill, cut, beef kill, hog casings, rendering and other departments. W-115, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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Prominent manufacturer of natural and soluble seasonings and materials. Territory open—states of New Jersey, Maryland, Virginia, District of Columbia and Delaware. Other territories also open. Write and give complete information regarding past experience and qualifications. All replies strictly confidential. Address reply to:

Mr. R. Webb
J. K. LAUDENSLAGER COMPANY INC.
616 West York Street Philadelphia 33, Pa.

HELP WANTED

EXPERIENCED SALESMAN: Cleveland, Ohio plant wants salesman to sell wholesale beef, veal and lamb. Must have following. Please state experience and salary desired in first letter. All replies kept confidential. W-119, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

NIGHT SHIPPING DEPARTMENT FOREMAN: Thoroughly experienced man for independent mid-west packer. Supervising packing, shipping, routing and loading trucks. 250,000 pounds daily. Full knowledge of all jobs and ability to handle men essential. Give age, experience and reference in first letter. W-116, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Strong young man from Boston area who is willing to drive tractor trailer and has some experience in beef fats. Will act as buyer of beef fats, pick up same and deliver outside of state. Reply to Box W-117, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

EXPERIENCED SALESMAN: Wanted to sell sausage and smoked meats in Chicago area. Send complete resume including age. All replies strictly confidential. W-118, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ASSISTANT FOREMAN

Kill floor foreman experienced on beef hot and related beef kill operations. Expanding packinghouse located in Cleveland area. Send resume, photo and salary requirements to Box W-107, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CATTLE BUYER

Experienced cattle buyer wanted by midwest packer. Write stating age, past experience, references and salary expected. W-93, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED SALESMEN: With following: wanted for established line of imported meat, wholesale only. Territories—Chicago, Philadelphia, Metropolitan New York and New Jersey. W-94, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

CLASSIFIED ADVERTISING

PLANTS FOR SALE

FOR SALE OR LEASE

Meat Packing Plant located at Decatur, Ala. in the heart of the Tennessee Valley. Complete killing and processing equipment including Atmos smoke houses. Five refrigerated delivery trucks. Supplies on hand to begin immediate operation. Over 9000 hogs purchased on our yards last year. Weekly cattle sales in territory over 3000 head. Write F. W. Osborn, Box 251, Decatur, Ala., or phone Elgin 3-4995 or Elgin 3-3952, Decatur, Ala.

FOR SALE

SMALL MEAT PACKING PLANT

Fully equipped ready to operate grinders, mixers, sausage equipment, motors, scales, power saws, track in all coolers and rooms, track scales, smoke houses, boilers, dehydrator, walk in deep freeze, feed lot, out buildings, miscellaneous equipment, two refrigerated truck boxes, complete one truck, ten acres land, modern home, city water and power of the best. Priced to sell immediately. Price \$28,750.00, terms. Must see to appreciate.

C. H. Sturges Box 148 Winner, S. Dak.

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A marvelous opportunity for a good sound business man. Not necessarily a butcher. Old established wholesale and retail meat market and locker plant in fast growing community of 50 to 60,000 population. No other competition. Owner retiring. Good terms to right party. For more information call collect

DAYTIME—Palace 4-5103
EVENINGS & SUNDAYS—Palace 4-4583,
person to person to
JAMES ARMSTRONG, VISTA, CALIFORNIA

PACKING HOUSE FOR SALE: Retail market in front of plant, large modern killing floor, smoke house, 2 coolers, new 29 H.P. boiler. Doing a nice business. Must sell because of health. Small down payment and long terms. Write HERBERT L. JACKSON, R. R. #4, Frankfort, Indiana.

FORCED TO SELL: Packing plant, to pay debts of deceased owner. Asking price reduced to \$30,000.00. Includes building, lots and machinery complete. Call or write.

BACHMAN, PATTIE & HINSHAW
Security Bank Building Marshalltown, Iowa

SAUSAGE PLANT: 70 years of quality meat products. Family owned sausage plant and fully equipped hog slaughter house. Excellent reputation in central Massachusetts area. Potential to triple volume with modern scientific management. FS-110, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

MODERNLY EQUIPPED: 50' x 65' meat plant for restaurant supply, branch house, portion control, retail, etc. Tracked cooler 25' x 50'. Freezer 50,000 lb. capacity. Retail store 25' x 65'.

GIANT MEAT SUPPLY

12886 W. Dixie Hwy. North Miami, Florida

SMALL PACKING PLANT: Fully equipped including sausage kitchen. Will sell, lease or interest for share of profits. FS-108, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SMALL: Meat manufacturing plant in eastern Pennsylvania. Doing both retail and wholesale business. Fully equipped. Death of owner is reason for selling. FS-121, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

EQUIPMENT WANTED

WANTED: A #226 Cameron closing machine, with automatic cover feed, State age, condition and price. Address Box EW-112, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

VOTATOR or EQUAL MACHINE: Capable of processing 10 M pounds per hour of lard. Equipment must be in good condition. Write details to EW-120, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED TO BUY: Used or rebuilt Ty Linker or PAXCO Sausage Linking machine. PORKO PORK COMPANY, 3462-9th Street, Long Island City, N. Y.

WANTED: Griffith smokehouse—either gas or electric. Call or write FRED S. DICK, c/o Dick & Co., 700 N. Niles Ave., South Bend 22, Ind.

EQUIPMENT FOR SALE

ANDERSON EXPELLERS

★ All Models, Rebuilt, Guaranteed ★
We Lease Expellers
PITTOCK & ASSOCIATES, Glen Riddle, Penna.

1-200# Buffalo Sausage Stuffer without valves, good condition—price \$675.00.

1-300# Buffalo Sausage Stuffer without valves, good condition—price \$775.00

Both are priced F.O.B. Clarksville, Tennessee. Address all inquiries to Frosty Morn Meats, Clarksville, Tennessee.

FOR SALE: 1 #65-X Silent Cutter (good as new) complete with a 50 H.P. 3 phase, 60 cycle, 220 volt motor serial #6007 furnished with overside unloader and motor for 3 phase, 60 cycle, 220 volts. This cutter is less than three (3) years old and used actually only 2000 hours of churning time. FS-109, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: 3 "BOSS" choppers, each with 12 stainless steel "J" knives and 100 H.P. motor. THE E. KAHN'S SONS CO., 3241 Spring Grove Ave., Cincinnati 25, Ohio.

MISCELLANEOUS

BUY LADIES NYLON HOSIERY WHOLESALE. Finest quality. Write for price list. KERR COMPANY, 2461-P North Clark St., Chicago 14, Ill.

WANTED: 50 lb. tins lard and vegetable oil shortening to sell in South Jersey. W-98, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

COOLER FOR SALE

LIKE NEW. Portable, 80 feet long by 12 feet wide, 7 1/4 feet high. Write to Leo Freehill, Melvin, Illinois.

DUTCH IMPORTER

WANTS TO BUY FROZEN BEEF LIVERS

Regular and select. Direct offers for carloads. Indicating shipment. Address Box W-111, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

DO YOU WISH TO SHIP: Cut pork products to New York City wholesalers? Can book from 3 to 5 LCL cars or trailers over provisioner on cut product and offal. Also green skinned hams, bellies, etc. Contact Box #W-97, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

BIG PREMIUM PAID: For hydraulic pressed beef or pork cracklings, truck or car lots.

TOPEKA RENDERING WORKS,

P. O. Box 148 TOPEKA, KANSAS

WANTED: HORSE RADISH GRATER

FOR SALE: Complete rendering plant.

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Sausage & Bacon

9803—BACON FORMING PRESS: Anco #800, 7 1/2 HP., push button controls & safety levers \$2,975.00
9354—HYDRAMATIC SLICER: Anco #832, for luncheon meats, latest style \$2,750.00
9953—CHUB WASHER: Oakland Prods. Co. mdl. "C" ser. #1010, 1 yr. old, with labeler \$3,950.00
9882—JOURDAN COOKERS: (3) stainless steel, 9' x 6 1/2' x 5 3/4' wide, w/Wesco Pump, overhead Sprays, Temp. Indicators ea. \$750.00
9946—CURING MACHINE: Boss "Permeator" late model, little used, A-1 condition \$1,425.00
9946—CONVEYOR TABLE: Globe, 30' x 5 1/4' x 34" high stainless top, mtr. & controls \$2,500.00
9408—GRINDER: Boss, with brand new Buffalo 648 Heavy Duty bowl & worm, 8 1/2" plates, 25 HP. motor, excellent condition \$1,000.00
9755—GRINDER: Buffalo 668, 25 HP. mtr. \$725.00
9954—GRINDERS: (2) Anco #766, 8 1/2" plates, less 40 HP. motor ea. \$895.00
9759—STUFFER: Anco 500#, w/valves \$1,175.00
9823—STUFFER: Boss 400# cap. reconditioned, w/valves, new gaskets, A-1 condition \$900.00
9145—STUFFER: Globe 200#, with stuffing valves & air piping, ready to be placed in operation. \$725.00
9743—VACUUM MIXER: Buffalo 4A, reconditioned, with 10 HP. motor \$1,250.00
9967—VACUUM MIXER: Buffalo #3, 700 lb. cap., stainless steel bowl, 7 1/2 HP. motor \$825.00
9968—MIXER: Buffalo #1, 200 lb. cap., stainless steel bowl, new gears, 2 HP. mtr. V-belt dr. \$425.00
9710—SILENT CUTTER: Buffalo #65-B, 500#, self-empting, 10-knives, 40 HP. motor \$2,250.00
9319—SILENT CUTTER: Buffalo #38-B, 175 lb. cap., 15 HP., extra knives, recond., excel. cond. \$850.00
9580—BACON SLICER: U.S. HD. #3, ser. #466, stainless steel sides, shingling conv. 75' long \$950.00
9757—BACON SLICER: U.S. #170G, conv. \$625.00
9753—HAM MOLDS: (176) Adelmann Ham Boiler Corp., stainless steel with covers:
81—#2-6, 12" x 5 1/2" x 5 1/4" ea. \$13.50
30—#2-6, 12" x 5 1/2" x 5 1/4" ea. \$13.50
45—#2-6, 12" x 4 1/2" x 5 1/4" ea. \$13.50
9662—HAM MOLDS: (835) Globe Hoy stainless steel, with covers, like new springs, excel. cond.:
100—#108, 8 lbs., 11" x 5 1/2" x 4 1/2" ea. \$13.75
300—#112, 11 lbs., 11" x 6" x 5 1/2" ea. \$13.75
135—#113, 10 lbs., 12" x 5 1/2" x 5 1/4" ea. \$13.75
250—#114, 12 lbs., 12" x 6 1/2" x 5 1/4" ea. \$13.75
50—#116, 15 lbs., 12 1/4" x 6 1/2" x 5 1/4" ea. \$13.75
9838—LOAF MOLDS: (200) Globe Hoy #66-S, stainless steel, with covers, 10" x 4 1/2" x 4 1/2" ea. \$7.50

Rendering & Lard

9867—LARD VOTATOR: Girdler Jr. model, first class condition \$2,450.00
9886—EXPELLER: Anderson R.B. 15 HP. \$2,500.00
9857—HYDRAULIC PRESS: Dupps 300 ton, w/steam pump & fittings, reconditioned \$3,250.00
9851—COOKERS: (2) Boss 5' x 9' 8", 25 HP. gear-head motor, new paddles ea. \$2,250.00
9944—BLOOD DRYERS: (4) 5' x 16', with 40 HP. mtr. & starter, A.S.M.E. coded. Bids requested
9945—COOKER: 5' x 16', built for internal pressure, A.S.M.E. coded. Bids requested
9837—HASHER-WASHER: Anco #65, 30" x 12' cyl., 20 HP. motor and starter, brand new knives, excellent condition \$1,600.00

5—ELECTRIC BEEF & CALF SKINNING KNIVES
Like new—factory reconditioned with new guarantee. Regular price \$395.00. Special Sale Price—\$295.00 each. F.O.B. Chicago.

Miscellaneous

9942—PACKAGE BOILER: Cyclotherm Steam Generator, type 17500B-86-23, A.S.M.E. coded, 17,250# steam per hour, W.P. 125#, installed 1956, with condensate return system, controls, etc., like new, A-1 condition \$15,000.00
9941—PACKAGE BOILER: Cleaver-Brooks Steam Generator, oil fired, use #6 oil, 100# max. W.P., 150 HP., model OB-15 A.S.M.E. coded, can be converted to gas, complete w/condensate return system, pre-heater, controls, valves \$3,500.00
9847—UTILITY TRUCKS: (25) similar St. John #71, galv., inside 50" x 28" x 18" deep, 14" RTRB Aero-Seal wheels, 6" RT swivel, excel. cond. ea. \$45.00
9740—BAND SAW: Toledo mdl. 5200, stainless steel movable top table, 1 HP. \$325.00

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